Vol. VIII, No. 8 66 August, 1932

SOAP

with which is included an

Insecticide & Disinfectant Section

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

THE JOHN CRERAR
AUG 18 1932

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SOAP

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with which are included

Insecticide & Disinfectant Section **Production Section**

Volume VIII August, 1932 Number 8

«

INSECTICIDE and Disinfectant Section, which is included as a department of every issue of SOAP, begins on page 69. Oil, Fat & Soap Production Section begins on page 57. These sections contain news, articles and editorial opinion of particular interest to their respective industries.

«

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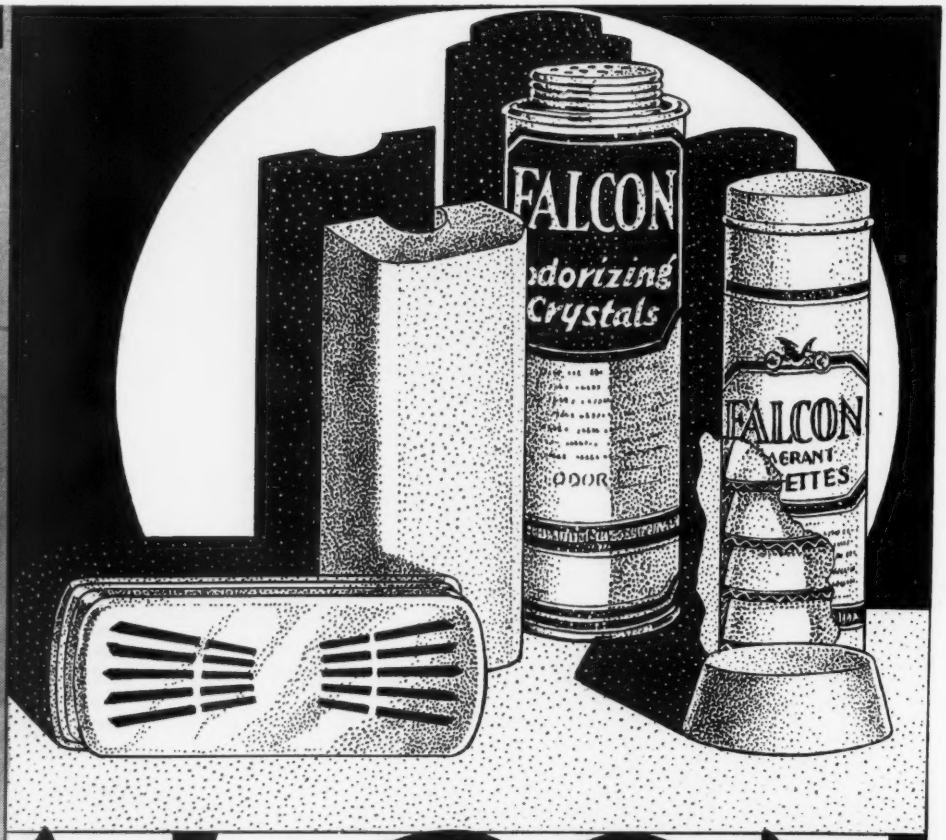

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THE DAVIES-YOUNG SOAP COMPANY
Dayton, Ohio

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They will cost you deteriorated merchandise if they fail to protect fully. This means complaints, returns, adjustments, dealer disgruntlement. And who can estimate the ultimate cost of such things?

They will add unduly manufacturing costs unless they apply easily and swiftly, fitting right into your particular production method.

There is a loss of sales effectiveness unless the caps are as neat appearing and attractive and appropriate to the rest of the package appearance as possible.

They will cost you repeat sales and loss of good will if the closures fail to remove easily, to reseal efficiently, or to preserve the full strength, purity and good qualities of your product before and after it reaches the consumer's hands.

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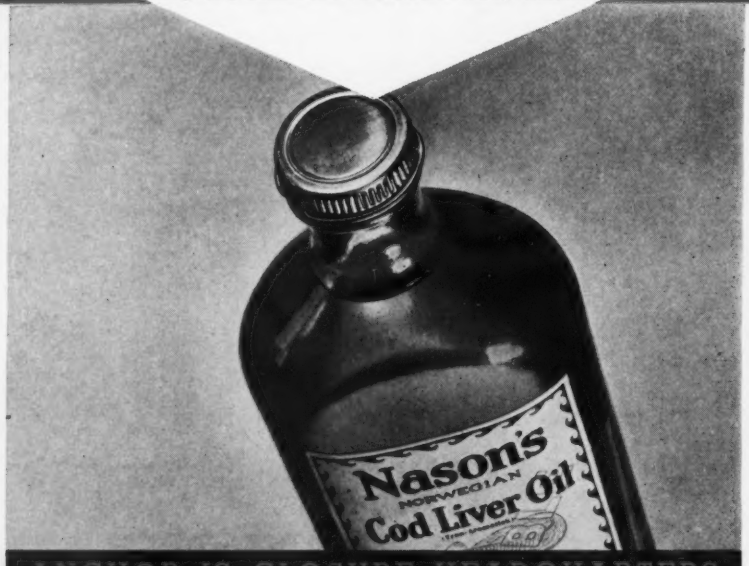
Branches in all Principal Cities

OILS represent one type of pharmaceutical that needs a particularly efficient seal. For such products the Anchor Amerseal Cap is ideally suited, removing readily, reclosing tightly and providing full protection until the product is entirely consumed.

Anchor closures glorify and protect your product



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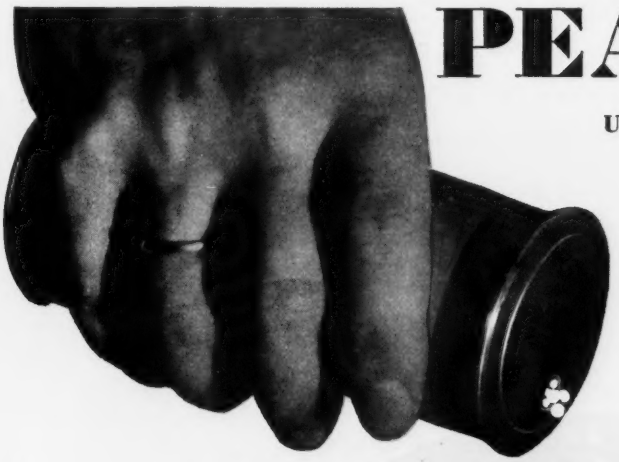
Anchor men are package critics...flaw pickers, if you will...and hence of constant help to manufacturers. If any Anchor man anywhere, in Big Tree, Arkansas or the wilds of Brooklyn, sees a package with a seal in poor condition, he immediately has it brought to attention of the Packer concerned. This is real service, too, although informally rendered, for it enables you to correct evils that cost you money and good will. Consider the Anchor organization as an adjunct to your own, a group of field investigators interested in your packages. Then when an Anchor man calls on you welcome him ...because he will have things to discuss of vital interest to you.

Say you saw it in SOAP!



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Unadulterated Para Dichloro Benzene

Have you seen PEARLPARA? It is the new form of Para Dichloro Benzene—tiny, white, uniform *beads* about an eighth of an inch in diameter. Exceptional free flow is the advantage in these round, firm little beads. PEARLPARA was especially developed for the shaker top type of container; it was perfected in the Niagara Laboratory after considerable experimentation. And of course, as with the regular form of Niagara PARA, Niagara PEARLPARA is consistently pure and available in all standard containers.

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Gentlemen: Please send us a sample of Niagara PEARLPARA ☐ Niagara PARA (crystal form) ☐ and quote on_____ pounds for prompt shipment.

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ADDRESS..... **CITY**..... **STATE**.....

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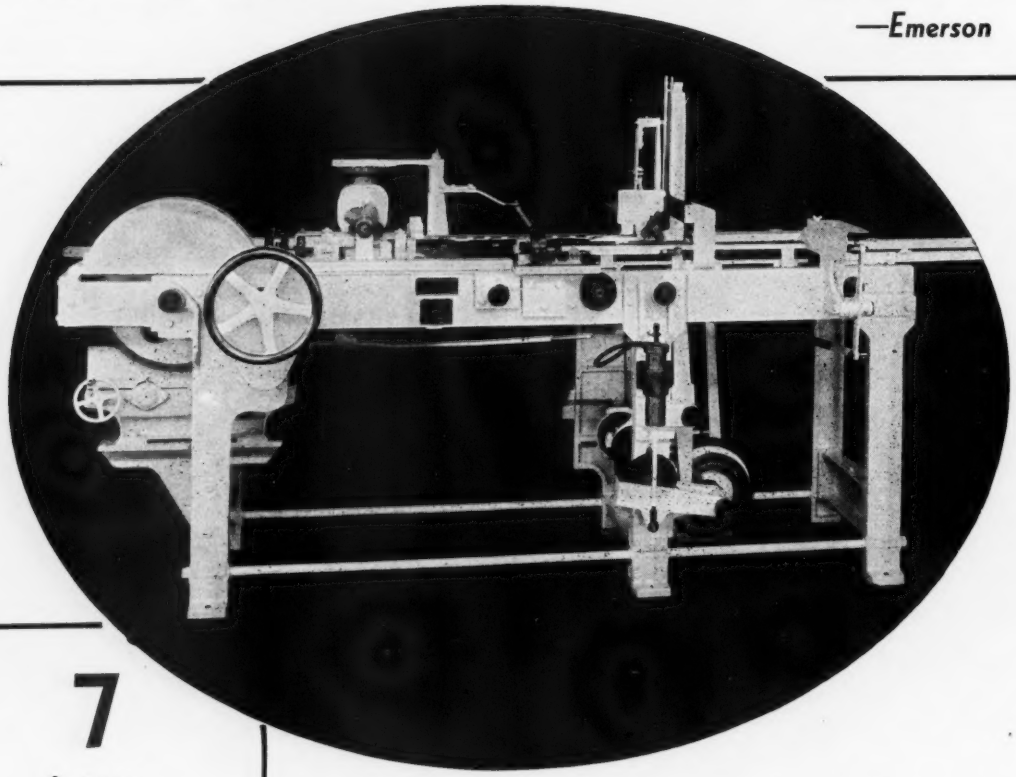
"TO BE SIMPLE IS TO BE GREAT"

—Emerson



7

features *YOUR* cartoner should have.

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3. **Simplicity**
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— all EXCLUSIVE with the

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THE CONSTANT MOTION CARTONER proves the truth of this epigram.

THE CONSTANT MOTION CARTONER is simple because

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—Standardized in construction

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THE CONSTANT MOTION CARTONER is at once the simplest and greatest in its field. No other cartoner will do so much packaging, so well, with so little mechanism.

Our laundry and toilet soap presses are used almost exclusively by manufacturers, the world over, for pressing cakes of soap of every shape, size and quality. Write for catalogue.

MULTIPLE-INSERTING

CONSTANT MOTION CARTONER

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Say you saw it in SOAP!

SOAP

VOLUME EIGHT NUMBER EIGHT

Prices and Production

SOAP production of the United States in 1931, as compared with 1929, declined six per cent in tonnage and eighteen per cent in value, calculated at manufacturers' prices. Soap manufacturers used some fifty-six million pounds less of oil and fats in 1931 than in 1929, and along with other raw materials, paid about thirty-three per cent less for the materials which they bought. These calculations are all based on various figures recently released by the Bureau of the Census.

Although the census figures tell the story as far as the calendar year of 1931 compares with 1929, conditions have changed to such a degree since the beginning of the current year, that they do not mean a great deal as far as the immediate picture in the soap industry is concerned. The sharp drop in soap prices was only beginning during the latter half of 1931. During the first half of 1932, the really sharp declines took place. Taking all soap products, and including both bulk and package goods, the average price decline since the beginning of 1932 has probably exceeded the decline for the entire years of 1930 and 1931. At any rate, soap prices today are estimated to be on the whole close to forty per cent under the levels of 1929.

The significant feature of the soap census figures is the comparatively small reduction in tonnage in 1931. At the close of 1931, we had guessed that it was considerably more than a six per cent loss. When we compare soap manufacture with the low rate of basic industry operations, and especially with the general reduced movement of all commodities as indicated by railroad car loadings, we conclude that soapers on the whole are still in a comparatively fortunate position. Had soap prices not become involved in a general cat-and-dog fight over the past six or eight months as a result of what we believe were serious merchandising errors, the situation might still reflect a distinctly roseate hue.

—o—

Around the "Corner"

FROM the middle west last month came a news note that a renderer was using bones and scrap fat for fuel under his boilers. The report said that there was more money to be made in using the fatty materials as a substitute for high priced coal than in rendering them. Why produce greases at a loss if some other use can be found for the raw material?

This is not the first time that a thing of this kind has happened. We have heard of numerous things being burned for fuel because the price did not warrant sending them to market. It is not so many years ago that considerable quantities of corn were burned

by the farmers for this reason. Usually drastic action of this kind indicates and is attendant upon the low point in any market or price situation. Whether it is an indication that the now famous "corner" is about to be turned, is of course impossible to say. Even though it may mark the "corner," the oil and fat producers of the world have a long way to travel after turning the "corner" before they will be able to see the light of day on their profit sheets.

—o—

The New Detergents

THE purchase by a leading American soap maker of the rights to the use in soap manufacture of a German patent covering sulfonated fatty alcohols, may have a greater significance than is at first realized. These products are of the class of the "newer detergents," the non-saponaceous materials for which so much has been claimed during recent years. They are the type of product which it has been said will in time completely displace soap in textile plant, laundry, and perhaps elsewhere. They are the products whose magnesium, calcium and iron salts are soluble in hard, soft, salt, or any other kind of water—products which remain stable in mineral acid solution. They are said to have all the good features of soap without its drawbacks. Added to ordinary soaps, they endow it with new properties and overcome its deficiencies, it is said.

We now have the new detergent development brought into the center of the American soap industry by one of the largest manufacturers. Just how far they intend to go with it in the United States, it is, of course, impossible to say. If these new products have all the merit which is claimed for them, however, there lies right here the germ of revolutionary changes in some phases of American soap-making practice.

—o—

For those in the soap and allied fields who plan to put out special packages and combinations for the Christmas trade this year, the time for placing the goods before store buyers is close at hand. For the soap and toilet goods manufacturers, the opportunity to expand business during a year when more of the gift-money dollar is going to be spent for useful and usable articles, seems to exist more than ever before. A special Christmas package for regular items is a handy sales stimulant.

—o—

Gypped

UNDER the title of "Gypped," the August issue of the LADIES' HOME JOURNAL aims a telling shot at the great mass of low grade merchandise which has deluged the American market of late in response to the demand for lower prices. In the DELINEATOR, we read something similar. They point out that in spite of the scarcity of money everywhere, millions of dollars are being wasted on shoddy, junky merchandise,—"on the most expensive bargains in anonymous merchandise that women have ever bought." They call upon American women to look with suspicion on unbranded goods and to play safe by buying standard branded articles.

The publications are absolutely right. While we have seen many soaps, shampoos, polishes, and allied products representing unusually good value for the money and sold under anonymous brands, we have seen enough of these of such poor quality as to arouse our suspicions of unknown brands as a class. The manufacturer of junk is taking full advantage of the present situation. The average housewife is unknowingly cooperating with him to the full. Her apparent unbounded belief in the new low prices, plus perhaps a curtailed income, makes her a ready victim of things which look low in price but which really are extremely expensive.

Where these low grade products are manufactured by a company which does not own any well established brands in the same line, there is little to say. As long as there is the usual percentage of "suckers" among the general public, these manufacturers will prosper. For owners of established, branded products, however, to put out lines of cheap, shoddy goods which compete with their quality brands, is, we maintain and always have maintained, little less than digging away the very foundations upon which their business success rests.

—o—

We will have lower taxes only when we rise up and cast out those members of Congress who by their words and actions show their disregard for protecting the public purse.

The Distribution of Oil and Fat Consumption

By E. L. THOMAS

Specialist, Meats, Oils and Fats
Foodstuffs Division, Dept. of Commerce

U. S. CONSUMPTION OF OILS AND FATS

	1929	1931
Consumption for all purposes	4,200,000,000	3,800,000,000 lbs.
Consumption by soap makers*	1,618,953,000	1,562,520,000 lbs.
Percentage of total consumed by soap makers	38.6%	41.0%

* Including foots.

OF all the oils, fats, and greases consumed in the United States during 1931, the American soap industry used 41 per cent. This compares with 38.6 per cent in 1929. The increase in percentage of the total, however, carried with it an actual decrease in tonnage, owing to the generally reduced consumption of oils and fats in all industries. In 1929, soapers in the United States used 1,618,953,000 pounds of fats, oils and greases. In 1931, they used 1,562,520,000 pounds, which amounts to some 56,000,000 pounds less. These figures compare with an approximate total consumption of oils and fats by all American industries in 1929 of 4,200,000,000 pounds and in 1931 of 3,800,000,000 pounds.

More than a year ago, the Bureau of the Census issued its first annual report based on the data in the quarterly reports of operations required to be rendered to the government by firms engaged in the processing of oilseeds, the refining of vegetable oils, and the production of animal oils and fats, and fish oils. It was issued under the title "Factory Consumption of Animal and Vegetable Fats and Oils for 1929," and was based on information furnished by these firms for the year in question. Recently a similar report was published for 1931, so that we have available, for purposes of comparison, consumption data on oils and fats during a year that marked the zenith of consumer demand (1929), as well as a year (1931) in which restrictive forces, arising from economic conditions, were at work resulting in lessened consumption in many lines. Evidence that oils and fats did not escape is indicated by the total of factory consumption in 1931, which is shown by the statement to have been around 10 per cent less than in 1929.

In the case of edible oils and fats, reported factory consumption being 1,589,444,000 pounds this past year, there was a loss of about 6 per cent. The 1931 report separates salad dressings, puff paste, mayonnaise, and similar edible products, from compounds and other hard fats, so that we have the means of knowing, denied us in the previous statement, that the former group of edible products, constituted approximately 12 per cent of the total of all edible oils and fats reported as factory consumption in 1931. Oleomargarine churners, on the other hand, suffered a shrinkage in consumptive requirements of nearly three-eighths of the total quantity of fats used in that industry in 1929, due to a reduced schedule of manufacturing operations. The soap industry returned figures for factory consumption of oils and fats last year that showed a decrease of slightly more than 14 per cent from 1929. This would naturally indicate a smaller volume of production by that industry in 1931, which is verified by the preliminary report on the biennial census of soap manufactures.

The slump in building construction and renovation during 1931 is reflected in the sharp drop of more than 27 per cent in the factory consumption by the paint and varnish industry, as compared with 1929, when oils and fats going to this industry represented 452 million pounds. The linoleum and oilcloth industry, which also includes the manufacture of other coated fabrics, was drastically affected by business conditions, if one may predicate such an assumption on a falling off of nearly one-half, or to be exact, 45½ per cent in its consumptive needs. Manufacturers of printing inks were apparently even harder hit during 1931 for the industry reported a consumption of oils and fats of 13,284,000 pounds, or nearly 47 per cent less than two years before.

The 1929 statement made separate provision for the textile industry which was included under "Miscellaneous Products" in the compilation of last year. The more important industries grouped under this designation are

the stearic acid pressers and lubricating compound manufacturers, which together account for a large proportion of the animal fats reported. Tin plate manufacturers returned about 11 million pounds of palm oil, or 5 per cent of the total palm oil consumption reported last year. The manufacture of leather dressing preparations requires important supplies of animal fats and certain fish oils, such as cod, in particular. Altogether the so-called miscellaneous industries, with an aggregate factory consumption of some 204 million pounds, ran nearly 25 per cent behind the figures given in the 1929 statement for these same industries, including the textile industry.

A new departure in the 1931 report was the segregation of "foots," inclusive of losses in refining without indication of the channels of consumption for which they were destined. Their total, 172,289,000 pounds, was equivalent, roughly, to 5 per cent of the total reported factory consumption. Cottonseed "foots" made up the bulk, or about five-eighths of the above total. This quantity of cottonseed "foots" represented 9.44 per cent of the total cottonseed oil consumption, thereby indicating that the refining losses of the companies reporting averaged this percentage, as contrasted with 12.2 per cent in 1929. However, the statement of the earlier year did not discriminate as between "off grade" cottonseed oil and "foots" going to the soap industry, whereas last year's statistics bring out 1,970,000 pounds of cottonseed oil, or 1.9 per cent of the refining loss taken by soapers. Presupposing a somewhat similar percentage for 1929, it would appear that practically all of the 167,033,000 pounds reported as consumed that year were "foots," or losses from cottonseed oil refining, the remainder being "off" oil. Admittedly, however, this estimate should not be accepted too literally, as it is entirely speculative in character.

Cottonseed Oil Leads in Consumption

THE net amount of crude and refined cottonseed oil reported to the Bureau of the Census as factory consumption in 1929 was 1,372,295,000 pounds. The figure last year was 1,140,799,000 pounds, or about 17 per cent less. This was seven-eighths of the total or actual production of crude oil in 1929, and 85 per cent for the past year, and constituted the amount of this oil that was subjected to further treatment or processing for conversion into lard substitutes (either lard compounds or vegetable cooking fats), salad oil, soap, mayonnaise, oleomargarine, and a strictly limited use in other fields of consumption. Until the last few months, when the price of crude cottonseed oil approached the level of other soap fats, this oil returned a more profitable price to its processors when sold for edible purposes than if it had found its outlet in the soap kettle, as was the case fifteen years and more ago before vegetable cooking fats had been widely introduced and had attained their present popularity with the public.

Hence, 1,161,848 pounds, or 85 per cent of the total in 1929 were needed to serve the requirements of manufacturers of lard compounds, vegetable cooking fats, salad oil and mayonnaise. In 1931, because of a change in the method of reporting the information of which mention has been made above in this article, 928,489,000 pounds of cottonseed oil were determined to have been taken by manufacturers of compounds and other hard edible fats. Other edible products, exclusive of oleomargarine, were responsible for a consumption of 84,435,000 pounds or approximately 9 per cent of the quantity that was converted into hard edible fats. This amount combined with the consumption by manufacturers of hard edible fats (except eleomargarine), was equal to 89 per cent of the total reported factory consumption of cottonseed oil in 1931 (total consumption of both crude and refined, less refined produced), and, therefore, a gain of 4 per cent over 1929.

This increased percentage of cottonseed oil diverted to edible channels was responsible for holding the reduction in consumption for such uses at 13 per cent (the drop in total consumption, it will be remembered, was 17 per cent). How is the rest of it explained? It has been shown previously in this article that the ratio of consumption of "off" oil and "foots" by the soap industry was down from 12.2 per cent to 9.44 per cent. Oleomargarine accounts for practically all of the remainder of this loss, for this industry absorbed 2.2 per cent of the total consumption in 1929 and 1.4 per cent during 1931. A negligible amount of cottonseed oil, under one per cent, was set down to the credit of "miscellaneous industries" in 1929, plus a few thousand pounds reported by manufacturers of paints and varnishes and printing ink. The status of this oil in the industries named remained virtually unchanged in the 1931 statement.

To quote another authority, the United States Tariff Commission, in its recent report to the Congress on "Certain Vegetable Oils, Whale Oil and Copra" has the following to say with reference to the employment of cottonseed oil in lard compounds: ". . . cottonseed oil forms about seven-eighths of the entire consumption of oils in lard compounds; many compounds are made solely of that oil. . . . Moreover, cottonseed oil proved technically well suited to their purpose, possessing high shortening value and being easily refined and hydrogenated." The report in question is the result of several months of intensive investigation and numerous hearings in compliance with Senate Resolution No. 323 of the special session of the Senate during the 71st Congress. The report further affirms that "quantitatively cottonseed oil is the principal salad and cooking oil consumed in the United States." With regard to soap manufacture, the report has the following to say: "The practical disappearance of cottonseed oil from the soap kettle after 1917 involved mainly (1) a shift from cottonseed to inedible animal oils (tallow and greases) for yellow laundry soaps; (2) a similar shift in making white laundry soap; and (3) a shift from yellow to white laundry soaps,"—and again, "one of the principal causes

of the reduction was the absorption of cottonseed oil into food uses at prices above the level of soap oils."

Coconut Next to Tallow

GIVE a thought now to coconut oil. The Bureau of the Census recorded factory consumption totalling 652,617,000 pounds in 1929, or 15½ per cent of the reported factory consumption for all oils and fats. Last year, the total consumption was 592,684,000 pounds, or a very slightly larger percentage of the total. Where does it go? We bring a little arithmetical calculation into play, and find that around 60 per cent in 1929, or 393,914,000 pounds was a soap ingredient while last year, 340,503,000 pounds, or 57 per cent were so consumed; 30 per cent more (185,507,000 pounds) appears in the 1929 statement, and in that of last year, 22 per cent (133,117,000 pounds) as a raw material of oleomargarine. A trifle more than 11 per cent (72,145,000 pounds) is placed in the "lard substitutes" column in the statement of the earlier year, and about a million pounds listed for "miscellaneous industries." The greater part of this consumption was returned by manufacturers of fancy biscuits and crackers and confectioners who also use it in some lines of candies. It was designated under "lard substitutes" because of the general similarity of usage. To strike a comparison, therefore, we add together the reported consumption in the manufacture of vegetable shortening in 1931 which was 34,132,000 pounds, or 6 per cent of the total and the 52,984,000 pounds entering "other edible products" or 9 per cent of the total. Thus, we find an apparent gain of 4 per cent by these industries was recorded last year as compared with 1929. Slightly over 5 per cent of the coconut oil reported as factory consumption during 1931 was "foots" or losses in refining which can be regarded as an increase to this extent in the consumption assigned the soap industry, thus making its percentage in excess of 62 per cent. Other consumption was entirely negligible.

No copra is produced within the Continental limits of the United States. A few years ago, about 70 per cent of our imports originated in the Philippines. More recently, importation from this source has been cut to around 55 per cent and we are obtaining more of our imports from other producing areas in the Far East, chiefly, British Malaya, and British Oceanica. Copra coming into the United States is on the free list as are all other raw materials of an oleaginous nature. In other countries that are importers on a large scale, such as Germany, France, Netherlands, Denmark and the United Kingdom, this is likewise true because the processing of copra and similar raw materials has created industries in those countries providing employment for their nationals. Coconut oil from foreign sources is subject to a duty of two cents a pound, which has served to exclude this oil. Therefore, we derive our imports from the Philippines where extensive sums of American capital are invested in plantation properties and copra mills. Our total imports of coconut oil and copra, in terms of oil.—copra being reckoned at an average yield of 63 per cent oil,—for the past three years, were 541,140,000 pounds or roughly 1,450,000 barrels of 375 pounds net in 1931; 693,015,000 or 1,850,000 barrels in 1930; and 771,667,000 pounds or 2,000,000 barrels in 1929. The barrel is used as a unit for purposes of illustration only, as a good proportion of oil from the Philippines is now shipped via tank steamers and most of the movement within the United States is in tank cars.

Linseed Oil Off 40% in 1931

SINCE we are discussing the various vegetable oils in the sequence of their relative importance, in serving the requirements of American consumers, linseed oil is next in line for consideration. This oil likewise occupied third position among the vegetable oils in the statement for 1929 when the total quantity reported was 501,235,000 pounds or approximately one-eigth of the entire consumption of oils and fats by all industries. Last year consumption was down 40 per cent. As would be expected, the paint and varnish industry offers a major outlet for the bulk of it. The respective figures for 1929 and 1931 were 340,166,000 pounds or nearly 68 per cent and 231,608 pounds, or over 77 per cent. Thus, although a higher percentage of this oil found its way last year into products of the paint and varnish industry, it can be seen at a glance how radically the consumption was curtailed. It amounted to 35 per cent or 8 per cent above the average drop indicated for this industry previously in the text of this article.

The manufacture of linoleum, oilcloth and other similar coated or waterproof fabrics claims a larger share, than any other organized industry, of the linseed oil used in this country, outside of the paint and varnish industry. In 1929, 112,855,000 pounds were diverted to this industrial usage, this quantity being close to 22½ per cent of the total. Only 16 per cent, or 47,886,000 pounds of linseed oil were returned last year. The cut in consumption here, nearly 58 per cent as compared with 1929, was more than half again as great as shown by the paint and varnish industry. The printing ink, and "miscellaneous industries" reported most of the remaining consumption. The former industry had need of 23,894,000 pounds or around 5 per cent in 1929 while last year the figure was cut in half to 11,782,000 pounds, the percentage dropping to about 4 per cent. "Miscellaneous Industries" were consumers of 22,243,000 pounds or something over 4 per cent in 1929. Last year, the comparative figure was 6,009,000 pounds or a little more than 2 per cent. The quantity going to the soap kettle is of distinctly minor significance. In 1929, it amounted to 1,916,000 pounds or less than half of one per cent of the total; last year, soapers reported a consumption of 1,488,000 pounds or the same percentage approximately.

(*Turn to Page* 55)

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BARREME, France	SOUSSE, Tunis	CHUNG-KING, China
LA ROQUE-ESCLAPON	ANTALAHA, Madagascar	TATSIENLU, China
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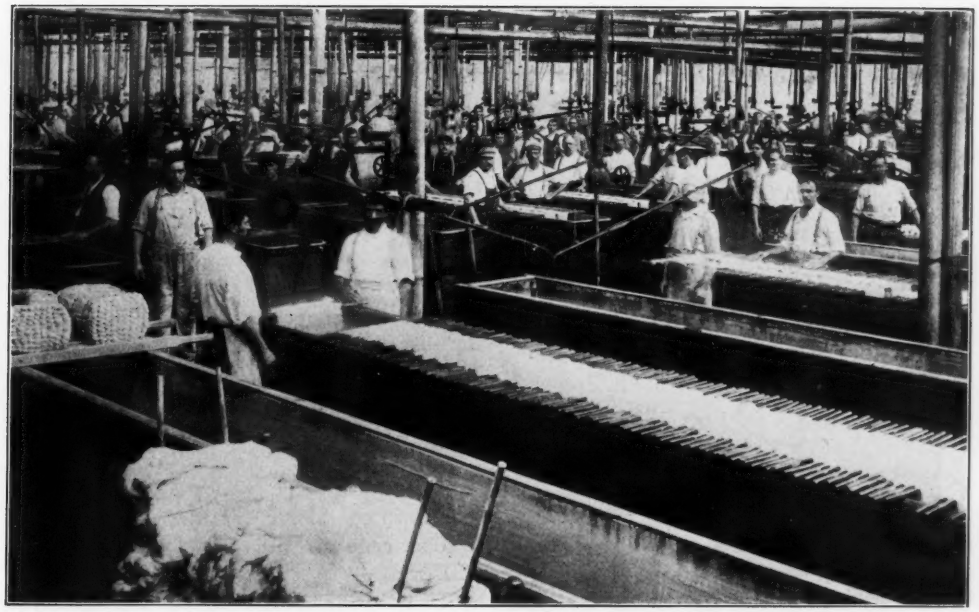
LES HESPERIDEES, Reggio, Italy		MESSINA, Sicily



By the textile industry, the greatest stimulus has been given to the search for soap substitutes.

The Search for Soap Substitutes

IN view of the recent purchase by a leading American soaper of patent rights relating to the manufacture and use of certain sulfonated higher aliphatic alcohols for detergent purposes, the search for soap substitutes appears to have reached a point of definite commercial importance. The good and bad properties of soap have been recognized for many years both by makers and users. The actual technical improvement in soap manufacture, leading for example to the elimination of the difficulties encountered with its use in hard waters, has not been of great significance, aside from the adoption of the practice of using vegetable oils, particularly coconut oil, in the fat mixture. However the development of the newer detergents and cleansing agents, which has been going on steadily since it received its first impetus during war times, has led to the introduction of rather numerous products which have attained more or less success. The acquisition of American rights to one of these "soap substitutes" and the probability that this substance will find use not only for the manufacture of industrial soaps, such as textile soaps, but also for toilet soaps, are of most recent importance in this field. It is indicated that a marked change in soap-making technology may be involved eventually in this new move.

In Europe, the subject of the newer detergents has received a great deal of attention over the past few year. In Germany, there have been numerous new developments. In England, considerable attention has been given to the new products. One of the best outlines of the technical progress in this field was recently made in that country as an address before the Society of Dyers and Colourists by M. Briscoe. His address was published in abridged form in the *Chemical Trade Journal* and *Chemical Engineer* of London. This report stated in part:

"THE properties of ordinary soap are so well known that all that is necessary here is to summarize them quite briefly. Ordinary soap has the following valuable properties: (1) It is cheap; (2) its raw materials are abundant; (3) it has fairly good wetting-

out power; (4) it has fairly good emulsifying properties; (5) as a result of the two foregoing it has excellent cleansing properties; (6) it has a specific property which it is difficult to define, but which may be called its "fatty" character, and which gives a specifically pleasant and soft feel to parts of the human body, or to any cleansed fabric on which it has been used.

Its disadvantages, however, are also very marked. They are, briefly: (1) It does not stand up to acid. The free fatty acid liberated under these conditions is not soluble in water, has no soap effect, and therefore no scouring or textile value. (2) It cannot be used in salt water, such as sea-water. (3) It will not stand up to the ordinary hard waters such as are found naturally in industry, insoluble calcium and magnesium salts of the fatty acids being formed. These so-called "lime soaps" are somewhat sticky and glutinous. They contaminate cleaning processes, and give trouble in dyeing, bleaching, and finishing. It is calculated that with the ordinary hard waters of commerce one-third of the soap actually used is precipitated in the form of these lime soaps, and from the point of view of cleansing is utterly wasted. (4) As derivatives of the free fatty acids the soaps are liable to turn rancid. Lime soaps left in fabrics are especially so liable, resulting in a disagreeable smell in the fabric. (5) The uneven fixing of such lime soaps in the fibres of the material after scouring makes subsequent even dyeing a difficult problem. (6) White fabrics in particular may go greyish or yellowish.

These defects of soap have been well known for many years, and attempts have been made to produce materials which would not possess one or other defects of soap. The earliest attempt was in the direction of sulfonated oils.

The chemistry of sulfonated oils is now almost as well known as that of the ordinary soaps. Most of those still used in commerce belong to the turkey-red type—that is to say, they consist of castor or similar oil rendered soluble by sulfonation. This early sulfonated oil was certainly an improvement in some respects on soap. The free acid was water-soluble, whilst the oil itself was not so readily affected by hard water, because the calcium salts were relatively soluble in water. As general substitutes for soap, however, these sulfonated oils could not really be regarded seriously, for their wetting-out powers, emulsifying properties, and lathering and cleansing effects were distinctly poor.

The sulfonated oils mentioned above are really sulfuric-acid esters. Later, by an advanced technique of sulfonation, it was possible to produce improved sulfuric-acid esters, and, further, the true sulfonic acid was also manufactured. In addition, bodies were produced which were really sulfonated products of polyricinoleic acid. In general, it may be said these improved bodies—to which the term "the highly sulfonated oils" was commonly given—were somewhat better than the ordinary sulfonated oils through their calcium salts being more soluble, but they were considerably behind soap in the other properties, and were less "fatty" in character than the ordinary sulfonated oils. In some cases, too, the effect on the fibre was unfavorable.

The Line of Investigation

THE problem of producing more effective bodies than soap was then tackled on two separate lines: (1) Attempts were made to evolve bodies on an entirely different basis with an entirely different chemical structure—*e.g.*, the alkyl naphthalene sulfonic acids such as nekal. Some of the members of this group had remarkable wetting-out powers, but had no real "soap" properties. (2) The sulfonated oils themselves were studied very thoroughly, with a view to their emendation or modification in structure. The conclusion was reached by one school of thought that it is really the COOH group which is responsible for the relative want of resistance to lime salts, etc. The earliest attempts, therefore, were made to modify the COOH group. One attempt consisted in first making the butyl ester of recinoleic acid, and sulfonating this so that the group contained no longer COOH, but $COOC_4H_9$. Another attempt converted the COOH into the acid amide group $CONH_2$.

These modified sulfonated oils possessed remarkable wetting-out properties, great resistance to acids and salts, but no cleansing or emulsifying properties at all comparable with soap; also they were somewhat sensitive to alkalis. Workers in this field finally reached the conclusion that success was only likely to be achieved by the complete elimination of the COOH group.

The Sulfonated Fatty Alcohols

IF one looks at the formula for a typical sulfonated oil it will readily be seen that the elimination of the carboxyl group would leave one with what is, in fact, an alkyl sulfuric-acid ester; and it is obvious that to produce an alkyl sulfuric-acid ester one must start not with a fatty acid, but with a fatty alcohol, whereby the hydroxy group so typical of alcohols can be esterified in the more or less usual manner. Such alkyl sulfuric-acid esters were, in fact, prepared in the laboratory, their properties studied in detail, and it was found that they fulfilled all expectations. For short they will be called here the sulfonated fatty alcohols, and their properties may be summed up as follows: (1) Excellent wetting-out powers far surpassing those of soap and the sulfonated oils; (2) excellent emulsifying properties far surpassing those of soap and the sulfonated oils: (3) as a result of (1) and (2) they have cleansing powers much superior to that of soap; (4) adequately stable to acid solutions, as the free acids are soluble in water; (5) completely stable to alkalis; (6) they do not separate any alkali hydrolytically, thus giving if required a completely neutral solution; (7) completely resistant to sea-water, enabling sea-water to be used both in personal and textile washing; (8) good lathering; (9) com-

pletely resistant to hard waters, as the calcium and magnesium salts are absolutely soluble; (10) they have pronounced "fatty" characters in every way as fatty as soaps, and as a result give fabrics a fine soft pleasant handle; (11) no rancidity on storage, and no possibility of deterioration in any respect such as one gets with soaps or the sulfonated oils.

In view of the above remarkable general properties it was obvious that a ready market was awaiting the sulfonated fatty alcohols. The problem, therefore, became one of producing the fatty alcohols in bulk at reasonable prices. The work was undertaken by the Deutsche Hydrierwerke A.-G., Berlin-Charlottenburg, under the leadership of Professor Dr. W. Schrauth. When the work was commenced the classical laboratory method of producing saturated fatty alcohols was by the reduction of the ethyl ester of the corresponding fatty acid with metallic sodium and alcohol. This was obviously an impossible process for bulk production, and as regards natural materials, the only one obtainable at all was cetyl or hexadecyl alcohol (C_{16}), which was expensive, whilst the process itself was difficult, and entailed considerable loss during manufacture.

It was found possible, however, by using a process of catalytic hydrogenation at high pressures to produce the fatty alcohols not merely from artificially prepared esters of the corresponding fatty acids, but also from naturally occurring esters, such as fats, from natural waxes, etc., and from the free fatty acids themselves. The work was commenced in the laboratories of the Deutsche Hydrierwerke A.-G. in 1927. The first patents on the subject were taken out as follows: German Patents D 56,471 IV/120 of 30.8.28 and D 56,488 IV/120 of 4.9.28, and were followed by subsequent patents. The first bulk products were offered on the market in the same year. As a result there is now available from the Deutsche Hydrierwerke A.-G., in bulk in any quantity at commercial prices, the following materials:

LOROL TECHNICAL.—This is the name given to the mixture of saturated fatty alcohols derived from the hydrogenation of coconut oil, or the free fatty acids of coconut oil. All the even-numbered saturated fatty alcohols from C_6 to C_{18} are present, but the main constituent is the alcohol C_{12}, known as lauryl or dodecyl, which comprises some 60 per cent of the total alcohol mixture. It is possible to produce from this Lorol Technical considerable quantities of a special "cut," to which the name Lorol Special is given, in which the percentage of the alcohol C_{12} can be increased to a greater or lesser extent. Lorol is in the ordinary summer temperature a perfectly colorless liquid, but at colder temperatures the higher fractions begin to separate out, and the material is semi-solid.

Lanette Wax (Stearine Alcohol).—This is the name given to a solid white wax-like material, which is a mixture of hexadecyl or cetyl alcohol (C_{16}), and octadecyl or stearyl alcohol (C_{18}), mainly the latter, which can be obtained by the hydrogenation of commercial stearine.

Work is now in progress from which it is believed that with a suitable choice of raw materials, it will be possible to produce an alcohol mixture which will be mainly C_{14} or myristyl alcohol. It is possible by fractional distillation to separate these technical mixtures of higher alcohols into the individual pure alcohols, and a market for such individually pure alcohols exists in the perfumery industry, either for use as such or for subsequent conversion into the corresponding aldehydes.

The Deutsche Hydrierwerke A.-G. then successfully turned their attention to producing the unsaturated fatty alcohols, and there is now available under the name of Ocenol, an unsaturated fatty alcohol, otherwise known in Germany as olein alcohol. This is the fatty alcohol corresponding to oleic acid—*i.e.*, it is a C_{18} alcohol containing one double bond. It is related to stearyl alcohol exactly as is oleic acid to stearic acid. Ocenol as used afterwards for sulfonation is supplied to an iodine value of 80/85. The theoretical iodine value of a pure 100 per cent Ocenol is 93. Some physical constants and figures of the technical alcohol mixtures and of the pure alcohols are given herewith:

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PROPERTIES OF THE HIGHER FATTY ALCOHOLS

Alcohol.	Specific Gravity.	Acetyl Value.	B.P., °C.	M.P., °C.
The Pure Alcohols.				
C_6	0.8272	375	155-157	——
C_8	0.8278-0.8308	322	71 (@ 2-2.5 mm.)	——
C_{10}	0.8390	285	93 (@ 3-3.5 mm.)	——
C_{12}	0.8362	242	117 (@ 3.5 mm.)	——
C_{14}	——	211	140 approx. (@ .3 mm.)	——
C_{16}	——	197	165 (@ 3 mm.)	——
C_{18}	——	182.5	177 (@ 3 mm.)	——
The Technical Alcohols.				
Lorol Technical	0.8452	252	95% between 85 and 205 @ 12-14 mm. pres.	——
Lorol Special	0.8351	265	——	
Ocenol, 80/85	——	175-190	180-230 (@ 3 mm.)	17-18
Lanette Wax (Stearine Alcohol)	——	180-190	170-230 (@ 3 mm.)	50 approx.

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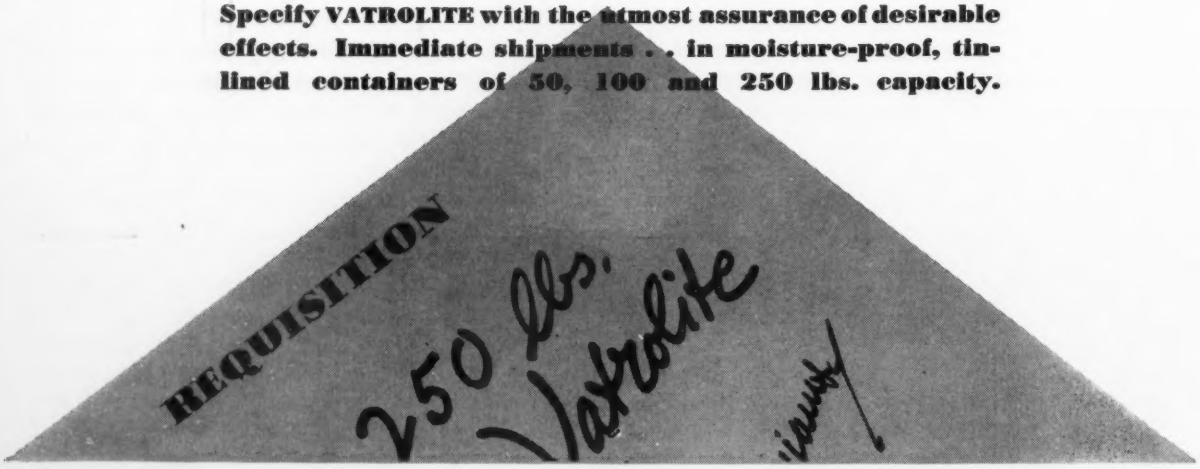
VATROLITE is a color reducing agent for treating the darker colored fats and greases . . lightening the naturally dark shade of certain Soaps.

VATROLITE is decidedly anti-oxidant . . and prevents any tendency toward rancidity in Soaps and technical oils.

Specify VATROLITE with the utmost assurance of desirable effects. Immediate shipments . . in moisture-proof, tin-lined containers of 50, 100 and 250 lbs. capacity.



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Say you saw it in SOAP!

New Suggested Soap Prices

FOLLOWING the passage of the Revenue Act of 1932 by Congress, a new schedule of wholesale and retail suggested prices for soaps, shampoos, toilet articles and cosmetics was prepared by the National Wholesale Druggists' Association under the direction of Dr. E. L. Newcomb, secretary. The suggested list was put forward as offering a sound price schedule for the guidance of wholesalers and retailers handling articles subject to the new taxes of ten per cent on toilet articles and five per cent on toilet soaps and shampoos. Suggested prices for soaps, shampoos, shaving creams and other saponaceous products, are shown in the following list:

	Suggested Retail Price	Suggested Wholesale Price
Abbott Labs. Carbenzol Soap, Bx. 3 cks.	$ .75	$ .51 box
Fleabar Soap	.25	2.10 doz.
Metaphen Antisep. Soap	.40	.27 ea.
Metaphen Soap, 4 oz.	.73	5.36 doz.
Althene Soap	.27	2.25 doz.
Amami Shampoo, Liq. 4 oz.	.53	4.20 doz.
Amberol Shampoo	.55	4.40 doz.
Antoinette Donnelly Soap	.25	2.10 doz.
Armands, Shampoo, Liq.	.53	4.20 doz.
Auto Strop Shaving Cream	.36	2.94 doz.
Baby-San Liquid Infant Soap.....small	.53	4.20 doz.
large	1.05	8.40 doz.
Barbasol Shaving Cream .....small	.37	2.94 doz.
large	.68	5.46 doz.
Barcel Shampoo	.55	4.40 doz.
Basis Soap	.32	2.36 doz.
Bauer & Black Baby Soap	.26	1.76 doz.
Blue Jay Foot Soap	.26	2.10 doz.
Bayley's Spermaceti Soap	1.05	8.40 doz.
Bay Roma Shampoo 4 oz.	.66	4.80 doz.
C. H. Berry's Complexion Soap	.26	2.10 doz.
Ella R. Berry's Complexion Soap	.53	4.20 doz.
Bermarine Cocoanut Oil Shampoo	.39	2.64 doz.
Soap	.28	2.10 doz.
Billy B. Van's Pine Tree Soap	.13	1.00 doz.
Shampoo 4 oz.	.53	4.20 doz.
Shaving Cream 1⅞ oz.	.39	3.08 doz.
Blendinol Shaving Cream	.55	4.40 doz.
Blondex Shampoo	1.10	8.80 doz.
Complexion Soap	.37	2.94 doz.
Black and White Beauty Products,		
Shaving Cream, Mentholated	.28	2.20 doz.
Plain	.28	2.20 doz.
Skin Soap	.28	2.10 doz.
Soft Shampoo	.28	2.20 doz.
Boncilla Cake Shampoo	.28	2.20 doz.
Bourjois Ashes of Roses Guest Soap, Bx. 12	3.15	2.26 box
Medium Bx. 4 cks.	.53	4.52 doz.
Large Bx. 3 cks.	1.05	9.03 doz.
Bourjois Buttermilk Soap, Bx. 3 cks.	.53	4.52 doz.
Bath Soap, Bx. 6 cks.	.37	2.82 doz.
Boyer's Shampoo, Lem. Med.	.53	4.20 doz.
Soap	.26	2.10 doz.
Breezy Shaving Cream	.53	4.20 doz.
Brisk Shaving Cream	.53	4.20 doz.
Buchan Carbolated Soap	.26	1.58 doz.
Burnham's Shampoo, Liq.	.83	6.60 doz.
Soap, Facial	.26	2.10 doz.
Skin	.26	2.10 doz.
Cadum Shampoo	.39	3.08 doz.
Calendula Soap	.27	2.75 doz.
Calista Shampoo	.55	4.95 doz.
Shaving Cream Soap	.33	2.75 doz.
Campbell's Soap	.26	2.10 doz.
Calvert's Carbolic Toilet Soap	.26	2.00 doz.
Medical Soap	.53	3.99 doz.
Camay Toilet Soap	.11	.95 doz.
Carpenter's Toilet Soap	.26	2.10 doz.
Charles' Soap	.26	2.10 doz.
Chaulmex Soap	.42	3.15 doz.
Clapp's Eucalaya Shampoo Soap	.68	5.46 doz.
Shaving Cream	.42	3.36 doz.
Soaps,		
Bath (bath size)	.37	2.52 doz.
(Guest Size)	.21	1.68 doz.
Calendula	.26	2.37 doz.
Green Olive Oil	.16	1.05 doz.
Coconol Shampoo	.28	2.20 doz.
Coles' Carbolic Soap	.26	2.10 doz.
Colgate,		
Baby Castile Soap	.21	1.79 doz.
Shampoo Coleo	.55	4.46 doz.
Palmolive	.53	4.20 doz.
Shaving Stick .....medium	.11	.95 doz.
Rapid Shave Powder .....medium	.11	.95 doz.
large	.37	3.15 doz.
Rapid Shave Cream .....medium	.11	.99 doz.
large	.37	3.15 doz.
giant	.53	4.10 doz.
Shaving Tablets	.11	.90 doz.
Cup Soap	.06	.47 doz.
Barber Shave Soap, Round, Bx. 80 cks.	.06	5.75 box
Palmolive Shaving Cream	.37	3.15 doz.
medium	.11	.99 doz.
Soaps,		
Allround	.11	.90 doz.
Almond Cream	.16	1.26 doz.
Baby Castile	.21	1.79 doz.
Big Bath	.11	.90 doz.
Cashmere Bouq. .....guest	.11	.90 doz.
large	.26	2.36 doz.
Charmis	.11	.90 doz.
Coleo	.11	.90 doz.
Colossal	.13	1.26 doz.
Carnation Bath	.11	.84 doz.
Elder Flower	.11	.84 doz.
Eng. Proc.	.13	1.26 doz.
Florient .....guest	.11	.84 doz.
Jasmin Bath Tablet	.35	3.15 doz.
Lilac Imperial	.11	.90 doz.
Natural	.11	.90 doz.
(Lilac, Rose, Sandalwood)		
Palmolive	.11	.97 doz.
Turkish Bath	.11	.90 doz.
Violet Bath	.11	.84 doz.
Mechanics Paste No. 1	.16	1.26 doz.
No. 2	.26	2.36 doz.

	Suggested Retail Price	Suggested Wholesale Price
Comfort Sykes Shaving Powder	.28	2.20 doz.
Soap	.26	2.10 doz.
Conti Castile Soap, Guest 2 oz.	.11	.95 doz.
Bath 4 oz.	.21	1.68 doz.
Bar, 17 cuts	.18	1.68 bar.
Bar 4 oz.	2.10	1.58 bar.
Conti Shampoo 4 oz.	.55	4.40 doz.
Coty's Shaving Preparations,		
Shaving Cream	.55	4.40 doz.
Shaving Stick	1.10	9.35 doz.
Soap,		
Guest Size box	1,15	8.93 doz.
L'Origan	.65	5.25 doz.
Coudray's Cosmetic Glycerine Soap	.63	5.04 doz.
Lettuce Soap	.79	6.04 doz.
Craddock Blue Soap	.11	.95 doz.
Crudol Shampoo	.55	4.40 doz.
Cuticura Shaving Cream	.35	3.00 doz.
Shaving Stick	.25	2.30 doz.
Soap	.25	2.30 doz.
Daggett & Ramsdells' Perfect Shaving Cream.	.40	3.10 doz.
Danderine Soap	.26	2.10 doz.
Darting Lanoline Soap	.10	9.66 gro.
D. D. D. Soap	.26	2.10 doz.
DeLaney's Medicated Soap	.21	1.58 doz.
Demiracle Soap	.26	2.36 doz.
Derbac Soap	.26	2.10 doz.
Derma Royal Soap	.26	2.10 doz.
Djerkiss Soap	.53	3.78 doz.
Dona Castile Soap, 10 to ctn.	.16	1.04 ctn.
Dorin's Soap, Guest	.26	2.36 doz.
Scented	.68	5.25 doz.
Soc. Hyg.	.42	3.15 doz.
Unscented Soc. Hyg.	.42	2.89 doz.
Violet De Parme	.53	4.73 doz.
Empress Soap	.27	2.10 doz.
Eugene Shampoo 6 oz.	.60	4.80 doz.
Exelento Soap	.26	2.36 doz.
Fan Tan Soap, Whitening	.26	2.10 doz.
Farr's Liquid Shampoo	.55	4.95 doz.
Flash Vegetol Soap 4 oz.	.11	11.34 gro.
Cocoanut Oil Shampoo 4 oz.	.53	4.20 doz.
Flaxoap	.33	2.64 doz.
Floreston Shampoo	.53	4.20 doz.
Fluff Shampoo	.39	2.94 doz.
Foley's Shampoo	.55	4.40 doz.
Shaving Cream	.37	3.15 doz.
Gibb's Cold Cream Soap	.26	2.10 doz.
Glenn's Sulphur Soap	.26	2.63 doz.
Gloco Shampoo 4 oz.	.55	4.40 doz.
Glovers Medicated Soap.	..	2.10 doz.
Glycolen Soap	.53	4.20 doz.
Glycothymoline Soap.	.20	2.21 doz.
Golden Brown Soap	.26	2.10 doz.
Golden Glint Shampoo	.27	2.16 doz.
Golden Peacock Soap Beauty	.26	2.10 doz.
Goldman's, Mrs. Mary T., Shampoo (Powder)	.53	4.20 doz.
Graham's Soap, Lana Oil	.11	.95 doz.
Lemon Cocoa H. W.	.16	.95 doz.
Green Oil Shampoo	.55	4.40 doz.
Grenol Shaving Cream	.55	4.40 doz.
Hair-A-Gain Shampoo Liq.	.66	4.53 doz.
Hanslick	.28	2.20 doz.
Harade Cocoanut Oil and Shampoo	.25	2.00 doz.
Heiskell's Soap	.27	2.63 doz.
Henkle-Grecianolive Shampoo	.28	2.20 doz.
Hennafoam Shampoo 4¼ oz.	.66	5.04 doz.
Herpicide Soap	.26	2.10 doz.
High-Brown Bleach Soap	.26	2,10 doz.
Hirsch Shampoo 4 oz.	.85	4.95 doz.
Hobson's Derma Zenna Soap	.26	1.58 doz.
Howard's Soap	.26	2.10 doz.
Hubbard's Germicide Soap	.26	2.10 doz.

	Suggested Retail Price	Suggested Wholesale Price
Hudnut's Three Flowers Soap	.39	3.23 doz.
Violet Sec. Soap	.26	2.31 doz.
Liquid Green Soap	.79	6.93 doz.
Hydrosal Skin Soap	.25	2.00 doz.
Ingraham's Shaving Cream	.53	4.20 doz.
Soap	.26	2.10 doz.
Iodex Soap	.31	2.63 doz.
Jaret Shampoo Soap	.53	4.20 doz.
Jergens' Transparent Soap	.11	9.90 gro.
Jo-Cur Shampoo Concentrate 2¼ oz.	.28	2.10 doz.
D. John Jr. Hand Soap 1¼ lbs.	.16	1.26 doz.
Johnson & Johnson Baby Soap	.26	1.89 doz.
Shaving Cream	.26	2.52 doz.
Jordeau's Shampoo	.28	2.10 doz.
Soap Zip, Toilet	.55	4.40 doz.
Kimball's Shaving, Cream	.26	2.10 doz.
Shaving Soap	.11	.53 lb.
Shampoo, liq.	.55	4.40 doz.
Keen Shaving Cream	.55	4.20 doz.
Kintho Soap	.26	2.36 doz.
Kirk's Jap Rose Soap	.13	1.05 doz.
Kolax Shaving Cream, plain	.11	.84 doz.
Mentholized	.37	2.94 doz.
Koolox Shave Cream	.38	2.95 doz.
Kotalko Soap	.37	2.94 doz.
Krank's Lemon Shampoo 3½ oz.	.53	4.20 doz.
Kubak Shampoo	.55	4.40 doz.
Laco Shampoo	.11	.85 doz.
Soap, Standard	.26	1.84 doz.
Baby	.26	1.84 doz.
Guest	.16	1.05 doz.
Lady Esther's Soap	.26	2.10 doz.
LaPrene Shampoo	.50	3.96 doz.
La Primera Soap 15 to ctn.	.15	1.50 ctn.
Lava Soap large	.13	.95 doz.
small	.08	.63 doz.
Leigh's Shaving Cream	.37	2.94 doz.
Lem-O-Castile Shampoo	.55	4.40 doz.
Life Buoy Soap	.10	.80 doz.
Shaving Cream	.35	3.00 doz.
Lignol Soap, Girard	.32	2.64 doz.
Listerine Shaving Cream	.11	.95 doz.
Lister's Dog Soap	.25	2.00 doz.
Foot	.26	2.10 doz.
Lloyd's Asepsin Soap	.35	3.00 doz.
Euxesis Shaving Cream small	1.05	8.40 doz.
large	2.10	17.80 doz.
Lux Soap, Toilet	.10	.90 doz.
Flakes 5 oz.	.12½	1.20 doz.
12½ oz.	.25	2.88 doz.
Lysol Shaving Cream	.26	3.15 doz.
Toilet Soap	.28	2.10 doz.
Melena Soap	.17	1.68 doz.
Malvina Soap	.32	2.62 doz.
Marchand's Shampoo, Castile 4 oz.	.37	2.94 doz.
Mazon Soap	.50	4.00 doz.
McKesson Coco Olive Shampoo 4 oz.	.63	3.15 doz.
Cream Shampoo	.53	3.15 doz.
Shaving Cream	.41	2.94 doz.
Melba Shaving Cream	.38	2.77 doz.
Shampoo	.53	3.78 doz.
Soap	.11	.76 doz.
Mennens Shaving Cream Reg.	.37	3.15 doz.
Shaving Cream Mentho	.37	3.15 doz.
Mercedes Soap 12 cks.	.39	3.12 gro.
Mercirex Soap	.37	2.80 doz.
Minox Soap	.26	2.10 doz.
Shaving Cream	.37	3.15 doz.
Molle Shaving Cream tube	.32	2.52 doz.
jar	.79	6.30 doz.
tube	.53	4.20 doz.
Mucol Soap	.26	2.10 doz.
large	..	12.60 doz.
medium	..	5.04 doz.
small	..	2.94 doz.

	Suggested Retail Price	Suggested Wholesale Price
Ferd Mulhens		
Shaving Cream	.37	3.53 doz.
Shaving Soap	.26	2.52 doz.
Soaps,		
Almond Bars	.21	2.02 doz.
Almond Cakes	.21	2.02 doz.
Eau de Cologne ....cakes	.32	3.02 doz.
Geranium Bath	.32	3.02 doz.
Geranium Rose	.26	2.52 doz.
La Cathedrale 920	.26	2.52 doz.
919 ....large	.37	3.53 doz.
Mayflower, 893 and 973	.26	2.52 doz.
974 ....long bars	.37	3.53 doz.
977 ....cakes	.26	2.52 doz.
Sandalwood	.26	2.52 doz.
Verbena	.26	2.52 doz.
Verdura	.16	1.26 doz.
Violet Opaque	.26	2.52 doz.
Rose Glycerine, 923	.26	2.52 doz.
Guest, 924	.16	1.26 doz.
918 ....large oval	.37	3.53 doz.
Mulsified Cocoanut Oil	.60	4.80 doz.
Nadine Cocoanut Oil Shampoo 6 oz.	.55	4.40 doz.
Soap	.26	2.10 doz.
Nassour Shampoos 6 oz.	.39	2.88 doz.
Soap,		
California Lemon	.10	6.00 gro.
Physicians and Surgeons	.10	.75 doz.
Tar	..	1.50 doz.
Turtle Oil	.35	1.85 doz.
Natone Lemonated Shampoo	.55	4.68 doz.
Nelson's Soap	.26	2.36 doz.
Newbro's Shampoo Cocoanut Oil	.53	4.20 doz.
Liquid Pine Tar Shampoo	.53	4.20 doz.
Tar Soap	.26	2.10 doz.
Norwich Unguentine Soap	.26	2.10 doz.
Nourishine Shampoo	.53	4.20 doz.
Noxema Shaving Cream	.37	3.15 doz.
Skin Soap	.26	2.10 doz.
Olivilo Soap	.13	1.05 doz.
Opal Egg Shampoo	.27	2.10 doz.
Othine Soap	.26	2.10 doz.
Packers' Shampoo, Pine Tar 6 oz.	.53	4.78 doz.
Olive Oil 6 oz.	.53	4.78 doz.
Tar Soap	.26	2.36 doz.
Palmer's Soap	.26	2.36 doz.
Dr. Palmer's Soap	.26	2.10 doz.
Parke Davis & Co. Antiseptic Soap,		
Etherial liq. 4 oz	..	5.40 doz.
16 oz.	..	10.20 doz.
gals.	..	4.80 gal.
Neko Germicidal Soap 1%	..	2.25 doz.
2%	..	2.60 doz.
Liquid Soap 16 oz	..	7.00 doz.
gals	..	3.50 gal.
Tar Shampoo 5 oz.	..	3.85 doz.
Pear's Soap Unscented	.25	1.40 doz.
Glycerine, Scented	.18	1.90 doz.
Peroxide Zinc Soap	.26	2.10 doz.
Peterson's Soap	.26	2.36 doz.
Physician's and Surgeon's Soap	.15	1.05 doz.
Pinaud Shampoo 4 oz.	.53	4.20 doz.
Piver Soaps Asst. Odors	.79	6.30 doz.
Pixine Soap.	.26	2.10 doz.
Plough's Plain Shaving Cream, Safety Razor	.37	2.94 doz.
Soap, Skin	.26	2.10 doz.
Pond's Complexion Soap	.26	2.36 doz.
Poslam Soap	.27	2.10 doz.
Q-Ban Liquid Shampoo Soap	.28	2.36 doz.
New Soap	.26	2.10 doz.
Shampoo	.53	4.20 doz.
Queen Shampoo, Quinine Cocoanut Oil	.28	2.20 doz.
Soap, Medicated Skin	.28	2.20 doz.
Quic Shampoo	.42	3.30 doz.
Rainers Natural Soap	.26	2.10 doz.
Remmer's Peroxide Soap	.11	.95 doz.
Renaissance Soap	.11	.95 doz.
Resinol Soap	.30	2.40 doz.
Shaving Stick	.30	2.40 doz.
Reuter's Toilet Soap	.40	3.15 doz.
Rhodes Shampoo	.63	4.95 doz.
Robinson's Oatmeal Soap	.26	1.47 doz.
Pumice Soap	.11	.95 doz.
Silver Soap	.11	.95 doz.
Roder's Egg Shampoo 5 oz.	.28	2.48 doz.
Rogers & Gallet Soaps,		
Savon, Suc de Laitue	.27	2.10 doz.
Violette	.48	3.78 doz.
Assorted orders	.44	3.50 doz.
Ross Soap	.25	2.00 doz.
Salomon's Cream Soap	.26	2.37 doz.
Lemon Soap	.26	2.37 doz.
San Antonio Drug Co., Lucky Strike Shaving Cream	.37	2.94 doz.
Sanderma Cream Soap ....small	.26	1.47 doz.
large	.66	4.83 doz.
Sanitol Baby Soap	.26	1.84 doz.
Shampoo	.53	3.68 doz.
Shaving Cream	.42	2.94 doz.
Saxo Soap	.17	1.32 doz.
Sayman's Shaving Almond Cream	.25	1.75 doz.
Soap	.10	.90 doz.
Scherman's Egg Shampoo	.39	3.03 doz.
Scholl's Foot Bath Soap, Cake	..	2.75 doz.
Foot Soap, Granulated	..	2.75 doz.
Seabury's Hydronapthol 1%	.27	2.10 doz.
5%	.32	2.52 doz.
Seven Sutherland Sisters Scalp Cleaner (Shampoo)	.69	5.50 doz.
Severa's Medicated Skin Soap	.27	2.10 doz.
Shavolene	.11	.80 doz.
Skat Soap	.11	.95 doz.
Society Hygienique Soap,		
Violet	.68	5.25 doz.
Unscented Large	.68	5.25 doz.
Small	.37	2.89 doz.
Toilet Vinaigre	.55	4.95 doz.
Softex Shampoo with Henna	.11	.83 doz.
Without Henna	.11	.83 doz.
Sozoderma Soap	.30	2.37 doz.
Squibb Shaving Cream ....regular tube	.42	3.57 doz.
guest size tube	.11	1.05 doz.
Soft Soap ¼ lb.	.42	3.83 doz.
Stanley's Peroxide Soap	.11	.84 doz.
Steelman & Archer Liquid Shampoo	.38	2.94 doz.
Stiefel's Medicinal Soaps,		
Animal, Medicated	.25	2.10 doz.
Anthrasol 5%	.50	4.20 doz.
Anthrasol and Glycerine 5%	.50	4.20 doz.
Anthrasol and Sulphur	.50	4.20 doz.
Boracic Acid	.25	2.10 doz.
Carbolic Acid White	.25	2.10 doz.
Formalin 5%	.25	2.10 doz.
Glycerine 20%	.25	2.10 doz.
Ichthyol 5%	.40	3.20 doz.
Lanoline	.25	2.10 doz.
Menthol	.50	4.20 doz.
Resorcin	.40	3.20 doz.
Tar and Borax	.25	2.10 doz.
Stiefel's Superior Shaving Stick	.25	2.10 doz.
Stillman Freckle Soap	.26	2.10 doz.
Medicated Toilet Soap	.26	2.10 doz.
Stark Castile Soap	..	1.15 doz.
Strong's Arnica Tooth Soap	.53	4.20 doz.
Surety Soap	.26	2.10 doz.
Tetterine Soap	.27	2.10 doz.
Thinc Hand Cleaners	.55	4.40 doz.
Thoro Skin Cleanser ....small	.28	2.20 doz.

(*Turn to Page* 48)

There's a definite advantage in the fact that Munn is a Newport (G.N.S.) product. All Newport wood rosins are made by the distillation process. All Newport wood rosins come from the same source. Result: Uniformity plus Cleanliness.

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Say you saw it in SOAP!

NEW PRODUCTS

A NEW development in a closure has recently been announced by Ferdinand Gutmann & Co., Brooklyn, in the form of a pour-out gasket on which a patent was recently issued. The right hand can shows the new pour-out gasket in place on a can and on the left, it is shown on a bottle. The ring gasket is supplied with the closure inserted in the cap as shown in the lower center of the photo. The pour-out is transferred to the rim of the container automatically when the cap is screwed down by means of a special adhesive. The Pour-Out protrudes slightly beyond the pouring edge and gives a perfect pour without drip, the maker states. The gasket is said to give a considerably tighter seal. There is also shown above the application of the Gutmann Filmaseal, heretofore used only on bottles, to tin cans. The Filmaseal, on a wide-mouth bottle is shown in the center of the photo. These seals are made in various types to hold any liquids including petroleum and other volatile materials.

——o——

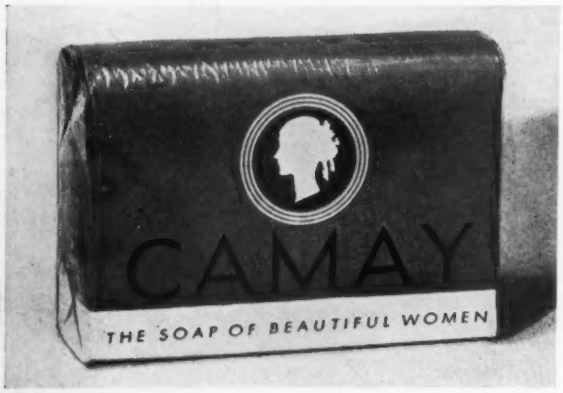
An old and well-known product, but in a new package—Brillo, first put on the market eighteen years ago in 1914, has redesigned and modernized its package. The colors of the original package, apple green base with red lettering, have been retained in the new, but they

have been brightened in shade. The design has been materially simplified, 75 per cent of the reading matter on the old carton being eliminated, and all reading matter now being readable with the package in an upright position. Brillo is manufactured by the Brillo Manufacturing Co., Brooklyn.

—o—

O-CEDAR Wax Cream, a new product of the O-Cedar Corp., Chicago, is intended as a companion cleaner and polishing preparation to the well known O-Cedar Polish. The latter is recommended for day by day

polishing work, and the new material for more thorough cleaning and polishing jobs. According to the maker's announcement, O-Cedar Wax Cream is the result of years of research done to produce a cleaner free from abrasives, acids or alkalies. The new product is a white cleansing cream to which a polish wax and other polishing ingredients have been added. It is packed in the three sizes as illustrated to retail at 25c, 50c and $1.00.



CAMAY appears in its new dress wrapped in Cellophane. The P & G toilet soap is now wrapped in light acquamarine green with yellow stripe and black lettering. The center head is in white on a black background. The whole is sealed in a Cellophane wrapper.

—o—

Toilet soap and soap powder duties have been changed by the Irish Free State to 25 and 15 per cent respectively.

SECURITY PRICES

PRICES of stocks of soap, chemical, insecticide, and allied companies as quoted on the New York Stock Exchange, Curb Exchange, other exchanges and over-the-counter are given in the following table. This table of prices is compiled monthly for *Soap* by a representative of one of the oldest and best-known brokerage houses in New York

	High 1932	Low 1932	July 1 1932	Aug. 1 1932
Allied Chem.	87½	42½	47⅜	58¾
Am. Agric. of Del. ...	7½	3½	3¾	7
Amer. Cyan. "B" ..	5⅜	1⅝	2	3¾
Armour of Ill. "A"..	2	⅝	¾	1½
Bon Ami "A"	51¼	31	31	38
Brillo	6⅝	4¼	4¼	4¼
Colgate, P. P.	31½	11	11¼	13¾
Consolidated Oil Co. .	8⅛	4	5	8
Corn Prod.	47⅜	24¾	26¾	36
Coty	4¾	1½	1½	3½
Dow Chem.	36	21½	24	27
Drug, Inc.	57	23	27¼	34
Du Pont	59¾	22	23¾	29
Glidden	7	3⅛	4	4⅝
Gold Dust	19⅝	8¼	10½	14½
Gulf Oil	35⅞	23	26½	33
Int. Agric.	1½	¼	⅝	1¼
Lehn & Fink	24¼	6	9	14½
Mathieson	20⅞	9	10	13
McKess. & Rob.	5½	1⅛	1¾	2½
Monsanto	30¾	13⅜	16⅝	21⅜
Proc. & Gam.	42¾	19⅞	21¾	26⅝
Shell Union	5⅛	2½	3	5⅛
Sher. Will	35	19⅜	22	23
S. O. of Cal.	27¼	15⅛	18⅝	25⅛
S. O. of Ind.	22⅛	13⅛	18¼	21⅜
S. O. of N. J.	31½	19⅞	24½	30⅞
S. O. of Ohio	28½	15½	22	26
Swift & Co.	18⅞	7	9⅝	11⅞
Union Carb.	36⅜	15½	17	20¼
Westvaco	12⅝	3	4⅞	5¾
Wilson & Co.	1¾	⅝	⅞	1

—o—

Monsanto Chemical Works, St. Louis, reports a net profit of $534,221.16, or $1.24½ a share on 429,000 outstanding shares, for the first six months of 1932, as compared with $671,454.34, or $1.56½ a share, for the same period of 1931. Profits for the second quarter of 1932 were $258,361.51, as against $416,075.96, last year in that period.

—o—

The Drug, Chemical and Allied Trades Section of the New York Board of Trade has set the date for its 1933 annual allied industries dinner as March 16. This is the largest drug and chemical dinner held each year. Last year, over 750 attended.

Is Liquid Soap Base Taxable?

THE questions of the taxability of various base soaps, including liquid soap base, shampoo base, and other bases, and also of private brand tax liability, are answered in a letter from C. F. Young, president of The Davies-Young Soap Co. Mr. Young disagrees with the opinion expressed in the July issue of *Soap,* which is now believed to be wrong and bases his statement on previous experience with the rules and definitions of the Internal Revenue Bureau. His communication states:

"In your July issue of *Soap* on page 19, you discuss the question of the 5% tax on Toilet Soaps. In the second paragraph you give your opinion that the manufacture of liquid soap out of base soap does not constitute 'further manufacture.'

"Under the War Revenue Act of 1918, the Revenue Department ruled that changing a product in any manner constituted 'further manufacture.' At that time, we were not called upon to pay tax on our sales of base soap, *but* we were required to supply the Internal Revenue Office, Cincinnati, each month with a list of our shipments of base soap, the assumption being that the Department followed up those sales and called upon the customer to report his sales of liquid soap for tax purposes.

"Section 620 of Treasury Department Regulations No. 46 deals with this question of further manufacture. We quote that section as follows: 'No tax under this title shall be imposed upon any article sold for use as material in the manufacture or production of, or for use as a component part of an article to be manufactured or produced by the vendee.'

"The position we have taken is, that a base soap *is* a component part of a Liquid Soap.

"We, of course, will be required to pay the tax on all shipments of liquid soap, and liquid shampoo.

"Under present rulings applying to shipments of base soaps, the customer who buys base for making liquid soap must supply us with a signed Exemption Certificate. Failing to do so, he is subject to the tax.

Private Brand

"Another ruling under the present Revenue Act differs from the ruling of 1918 with respect to private brands. In 1918, the *owner of the brand* was construed as the last manufacturer. Under the present Act he is not, *unless* the customer *owns the formula.*

"Of course, we make many shipments of liquid shampoo which never reach the consuming trade under our brand. We sell to the jobber in bulk and he repackages the soap and puts it out under his own brand. We, therefore, must return our sales of liquid shampoo for taxation purposes.

"We still insist though that when a customer of ours uses a base soap for making up liquid soap, he is the last manufacturer and must report his sales of liquid soap for tax purposes. He may add more than distilled water—he may add perfume—perhaps coloring—and there are other materials that some customers use, so you see it is not an 'open or shut' question.

"Suppose we did charge tax on base soap—that does not relieve the customer from reporting his sales of liquid soap for tax purposes. There is an element of double taxation in that procedure."

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Behavior of Dry Cleansing Soaps

Experiments were made to study the effect of the addition of water to mixtures of soap, oleic acid, petroleum spirit and denatured alcohol. A potassium oleate soap was used. The addition of water to potassium oleate in petroleum spirit first gives a gelatinous precipitate. Further additions produce increase in viscosity and finally an excess of 0.01 cc. will cause a decrease in viscosity with ultimate separation into two layers, one petroleum spirit, and the other an emulsion of petroleum spirit in hydrated potassium oleate. With solutions of 0.40 gram to 2.40 grams of potassium oleate in 50 cc. petroleum spirit, the quantities of water required for solution and inversion are practically directly proportional to the amount of oleate present, the amount for inversion being practically double that required for solution. Mixtures of industrial denatured alcohol, potassium oleate and oleic acid (4 to 50 per cent) and petroleum spirit were treated with water to give a solution, and then water carefully added until inversion occurred. By plotting the results obtained (cc. water against petroleum spirit), it was found the break in the curve occurs when the denatured alcohol exceeds 30 per cent to 40 per cent of the soap mixture. Above this amount, no emulsification took place. It has been concluded that the commercial dry cleaning soaps should not contain more than 5 per cent of denatured alcohol and the olein used should not be more than 60 per cent saponified. The high oleic acid content in the absence of little denatured alcohol is necessary to insure stability. C. L. Bird. *Journal of the Society of Dyers and Colorists,* 1932, page 30.

——o——

Armstrong Cork & Insulation Co., Lancaster, Pa., have completed their line of closures by the addition of a complete variety of metal screw caps and jar covers. The new line, which was announced in the July issue of "Modern Closures," the company's house organ, includes single-shell C T caps, both deep and shallow, as well as double-shell caps for wide and narrow mouth ware. The new caps are being manufactured in a complete range of sizes and varieties.

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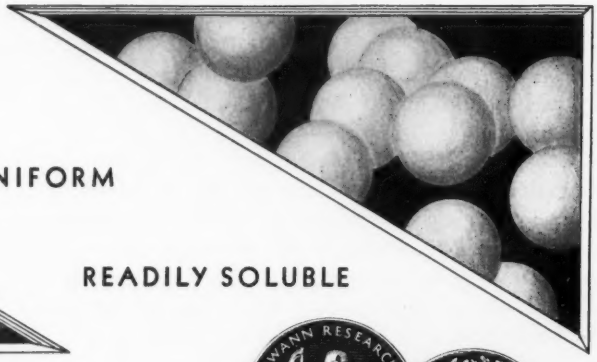

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"STAUFFER BRAND" Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

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Say you saw it in SOAP!

The Outlook In Philippine Copra

A REPORT from Manila by Trade Commissioner E. D. Hester states that a forecast of the Philippine copra market and coconut oil situation for the balance of 1932 was recently made there by Leo Schnurmacher, a Manila authority. The forecast stated in part: "Steadily declining prices in both the copra and coconut oil markets has been the outstanding factor from the beginning of this year up to this time. Against all expectations, the American coconut oil buyers are showing continuously less interest on account of a decreased consumption and sufficient supplies of other competitive oils and fats. Due to abundant supplies of whale oil, and cottonseed oil, as well as other competing oils and fats, the outlook for an improvement for the balance of this year is not very bright. At first hope was entertained that the European markets would react with a possibility of reflecting favorably upon the American markets. But judging from present developments whereby London reports a great weakness, it would be too hazardous to forecast any improvement, and therefore unless a general pick-up in the world's economic development takes place, no favôrable change is to be expected during the balance of this year.

"The situation in the local field is rather complicated. At present the Manila copra market is higher than export values justify. In the provinces still higher prices are paid, due to contracts made some time ago, but it is expected that as soon as these commitments are filled, a corresponding drop will follow. On the other hand, the farmers, being accustomed to obtain considerably more for their products, are delaying the making of copra as much as possible and are diverting also reasonable quantities for home uses, such as, the making of soap, lighting and for feeding of hogs.

"As a result, most locally established oil mills are compelled to shut down from time to time. It is, however, expected that larger quantities of copra will be available during the second half of this year, but it remains to be seen whether by then the same price for coconut oil will be obtainable. The present trend indicates a downward tendency. Most planters, however, claim that it is not profitable to make copra at present prices, but making a comparison with hemp and sugar producers, it is safe to state that even at present low prices an economically managed copra plantation can derive some profit.

"Considering the irregular crushing activity of the local coconut oil mills, it is expected that less oil will be exported during this year than in 1931. Lower prices will also reflect unfavorably upon the total values as compared with last year. The comparison of quantities exported during the period for January to May stands as follows:

	(In metric tons)	
	1932	1931
Copra	39,103	71,856
Coconut oil	51,268	72,312

"As is evident copra exports have registered a decrease of approximately 45 per cent and coconut oil 30 per cent. Due to reasons mentioned above, it is expected that the export of coconut oil and copra from now on to the end of the present year will continue to be considerably lower than during the same period of 1931. Inasmuch as the price is also lower, it is safe to say that the total value for the entire year will be far below last year's figures."

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Lime Process for Light Colored Soaps

Fatty substances are mixed with milk of lime in sufficient quantity for complete saponification. This emulsion is then directly heated with steam to 98 degrees C. The steam coil is then removed and the vessel is covered and the mass left at rest. The saponification is continued by the heat developed during the reaction itself and takes place throughout the mass. The next morning, the vessel is uncovered and a porous, disintegrated lime soap is present therein. The soap mass is dry and contains the glycerin. The porous soap is then ground in a special mill and the glycerin is removed by washing with water. The glycerin solution obtained in this manner has a glycerin content of twelve to twenty per cent depending on the quality of the fatty materials used as soap stock. The glycerin solution is evaporated under a vacuum and a saponification glycerin is obtained which does not contain more than 0.3 to 0.5 per cent of ash.

The lime soap, from which the glycerin has been separated, is then dried and powdered, and added to a kettle in which there is a corresponding quantity of soda solution (sodium carbonate). The lime soap is rapidly converted into soda soap and calcium carbonate. The latter settles to the bottom. The carbonate mud is filtered through a filter press. It is then lixiviated. It may be used again for the saponification of fatty substances and oils. The soda soap, which is obtained in this manner is very pure and light in color. It can be used for the manufacture of high grade toilet soaps. *L'Industrie Chimique*, 1932, 431.

CHICAGO TRADE NOTES

THE third tournament of the joint golf auxiliary of the Chicago Perfumery, Soap and Extract Association and the Chicago Drug and Chemical Association found a large percentage of members away on vacations, but in spite of this, the attendance was almost up to average. Thirty-four members and guests played the course at Euclid Hills Country Club on Thursday, July 14, and the prize winners were as follows:

Class A, first prize: A. C. Drury, of A. C. Drury & Co., Inc., with 77-7, net 70; second prize: Walter H. Jelly, of Walter H. Jelly & Co., with 83-13, net 70; for third prize there was a tie between J. Wilhelm, of George Lueders & Co., and H. Larson, of Hazel-Atlas Glass Co., each having 82-9, net 73. The Class B winners were: first prize: William O'Neill, of Emerson Drug Co., with 95-22, net 73; second prize: Harry Elwell, of Pennsylvania Oil Co., with 96-23, net 73; third prize: Russell G. Brown, of George Silver Import Co., with 101-25, net 76. The Class C winners were: first prize—Frank Robinson, of Monsanto Chemical Works, with 115-37, net 78; second prize—Joe DeLorme, of Riviera Products Co., with 132-50, net 82; third prize—A. B. Hill, of Johnson & Johnson, with 123-30, net 93. Guest prizes were awarded to C. Nelson, of Kraft-Phoenix Cheese Co., with 94-25, net 69; and J. Beach, of Seeley Manufacturing Co., with 113-42, net 71.

The August tournament was held at the Itasca Country Club on Thursday, the 11th. The final tournament of the year will be held in September at the Olympia Country Club, but the date has not yet been determined. Special prizes will be featured at this last meeting and next year's handicaps will be estimated with the result that many members will move up from the lower classes.

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Bree Cosmetics, Inc., was recently established at 21 South Wabash Ave., Chicago, for the manufacture and sale of beauty parlor and barber supplies. The incorporators were H. Vlach, Mae Deens, and Joseph Hacok.

—o—

Both the Chicago Perfumery, Soap and Extract Association and the Chicago Drug and Chemical Association will resume their regular monthly meetings in September. Committees will be called together and plans laid for the bowling tournaments, annual banquets and other autumn and winter social activities.

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Cal-An Laboratories, Inc., was recently established at 9117 Commercial Ave., Springfield, Illinois, for the manufacture of cosmetic and drug specialties. The principals are James P. Milligan, Helen F. Milligan, and Loretta W. Milligan.

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A new price list has just been issued by Neumann-Buslee & Wolfe, Inc., showing oils, aromatic chemicals and other specialties for the soap, perfume and extract industries.

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Ralph G. Boalt, secretary of the J. R. Watkins Co., of Winona, Minnesota, was a Chicago visitor in July.

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P & G Reports $9,132,546 Earnings

The financial report of Procter & Gamble Co. for the fiscal year ended June 30, 1932, shows net profit, after expenses, depreciation, interest, Federal taxes and inventory adjustments, of $9,132,546, equal to $1.26 a share on 6,410,000 no-par common shares outstanding, after payment of preferred dividends. Comparative figures for the previous fiscal year were $22,650,818, or $3.37 a share. A large factor in the reduction in earnings was lower value of inventories, an adjustment of $8,910,489 being necessary to bring book values into line with current market quotations. Gross sales for the year amounted to $142,421,660, as against $190,523,237 in the previous year, a decline of 25%. Tonnage sales were off only 8% as compared with the total for the previous year.

Other write-offs were a provision of $2,539,292 for adjustment of investments to market value, $214,906 for adjustment of foreign exchange and a deduction of $97,500 reducing good-will to $1. The earned surplus at the close of the year was $44,034,233 as compared with $54,177,885 at the close of the previous year. The consolidated balance sheet as of June 30 showed current assets totaling $63,629,087, including $7,055,671 cash and $14,469,237 government and municipal securities, comparing with current assets of $75,554,962, including $6,373,481 cash and $5,534,322 government and municipal securities, at the end of the previous fiscal year. Current liabilities amounted to $5,129,613 as against $7,147,144.

The consolidated profit and loss statement of the company and its subsidiaries for the year ended June 30, 1932, compared with the previous fiscal year as follows:

	Year ended June 30 1932	1931
Net sales	$128,391,775	$176,157,042
Costs and expenses	106,978,598	148,189,017
Operating profit	$21,413,177	$27,968,025
Other income	1,113,698	975,796
Total income	$22,526,875	$28,943,821
Depreciation	2,641,091	2,557,650
Interest	474,751	479,251
Federal taxes	1,367,999	3,256,102
Profit	$18,043,034	$22,650,818
Inventory adjustment	8,910,489	.....
Net profit	$9,132,545	$22,650,818
Preferred dividends	1,041,095	1,027,175
Common dividends	15,383,403	15,383,369
Deficit	$7,291,953	*$6,240,274
Total surplus June 30	63,653,183	73,796,834

* Surplus.

Yardley & Co. Adopt Group Insurance

Cecil Smith, managing director of Yardley & Co., Ltd., Union City, N. J., a subsidiary of the London firm, has announced the adoption of a co-operative group retirement and insurance program, enabling participating employes to retire from work at the age of 60, with a life income. The retirement plan is now in operation, with practically the entire eligible personnel enrolled. In addition to the provision for early retirement, the program includes another feature in the return of contributions in full upon an employe's withdrawal, even though group life insurance is included in the general plan. The cost of retirement benefits, based on service before the plan became effective, will be defrayed in full by the employer.

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Resume Soap Export Figures

After several months suspension, the monthly soap export figures issued by the Department of Commerce are again being published. All classes of soap exports are included and soap imports as well have been added. Present subscribers will receive at one time the statements covering the period from January to May last. New subscriptions will be accepted for this year only at $1.00 each, or for the June to December period for 70c each, mailing checks to the Bureau of Foreign and Domestic Commerce, Washington, D. C.

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Planning for the 1932 Christmas trade is the subject of a booklet issued by the Anchor Cap and Closure Corp., Long Island City, N. Y., in which the manufacturer is urged to go after the Christmas business for the greater profits in it and to start after it early. The booklet is entitled "Do Your Christmas Planning Early."

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Philip Hayes, chief engineer at the Tully, N. Y., plant of Solvay Process Co., died July 14 of pneumonia at his home in Tully. He had been with the company 32 years and was 53 at the time of his death.

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Toilet and fancy soap exports from United States for May, 1932, totaled 445,477 lbs., worth $62,566, as against 375,498 lbs., priced at $94,502, in May, 1931. Laundry soap exports were 1,552,944 lbs., worth $73,686, in May, 1932, as against 2,939,620 lbs., priced at $187,-116, in May, 1931.

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Legislation and proposed legislation of the last Congress as it applied to the oil, fat, soap and allied industries was covered in a bulletin reviewing the entire situation issued July 21 by John B. Gordon of the Bureau of Raw Materials for the American Vegetable Oils and Fats Industries.

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Bethlehem Foundry & Machine Co., has issued a catalog covering the process machinery which it manufactures. Various kettles and agitators of particular interest to the soap and sanitary products industries are illustrated.

To Make New Detergents in U. S.

The exclusive rights to the manufacture, sale and use of the higher fatty alcohols and their sulfonation products in the soap field as developed and originally owned by Deutsche Hydrierwerke A. G. of Germany, have been purchased by the American Hyalsol Corp., according to the announcement of Hammond & Littell, New York Patent Attorneys. This company is the sole owner of the United States and Canadian patents and patent rights secured from the Chemikalien Handel A. G. of Zurich, Switzerland.

Licenses for the manufacture, use and sale of these products, which were heretofore sold by the National Aniline & Chemical Co., New York, N. Y., under the trade names of Cardinol and Avirol, have been granted to the Procter & Gamble Company, E. I Du Pont de Nemours & Co., and the Gardinol Co. While rights in the textile field have been acquired by the last two companies, those in the soap field have been exclusively granted to the Procter & Gamble Co.

The manufacture of higher fatty alcohols, principally from oils such as coconut oil, and their conversion into detergents by sulfonation, has been one of the most important developments in the detergent field within recent years. The production of these compounds has reached the large total of 400,000 pounds per year in Germany. Most of the production has been used in the textile field. Their particular property of being usable in hard water, lathering in sea water etc., has suggested the possibility of their application in the manufacture of hardwater soaps as well as industrial and toilet soaps. The indications are that they offer no major technical difficulties in their incorporation with tallow soaps in sufficiently large proportions.

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Freight rates on liquid silicate of soda in carlots, from Chester, Pa., and Baltimore to Richmond, Va., have been ordered reduced by the Interstate Commerce Commission from 23c and 18.5c to 19c and 16, respectively.

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The products of Columbia Alkali Corp., New York, are described in a novel booklet which has been issued by that company. Copies may be obtained through the New York sales office in the Empire State Building.

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A new wrapper, light green and canary yellow in color, has been adopted for "Camay" toilet soap, after a study of more than 115 designs. The female head, which is a feature of the package, appears in black and white, while the lettering is in black.

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The Kearny, N. J., plant of Louis Stern Sons, Inc., producer of tallow, grease and lard, was destroyed by fire, July 15. Loss is expected to approach $200,000, necessitating rebuilding of the whole structure.

—o—

Procter & Gamble Co. has declared the regular quarterly dividend of fifty cents on common payable Aug. 15.

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Redistilled—water white—supplied also in combination with other solvents to meet individual requirements

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Rapeseed Oil (Undenatured)
Castor Oil
Sesame Oil
Lard Oil
Palm Oil
Corn Oil
Peanut Oil
Grease (Animal)

Tallow
Red Oil
Soap Colors
Chlorophyll
Soda Ash
Sal Soda
Talc

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Caustic Potash
Carbonate Potash
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PERSONAL AND IMPERSONAL

Operations of the Original Bradford Soap Co. have been concentrated at the new plant at Valley Queen Mill, Riverpoint, R. I., which started operation recently. Plants in Providence and Woonsocket have been dismantled, the equipment being moved to the Riverpoint factory. Walter M. Fuller of Providence heads the company which was organized in Johnston, R. I., in 1876.

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Davies-Young Soap Co., Dayton, Ohio, have announced that Linxweiler, Inc., exporters of that city, are now handling the sale of all Davies-Young products in all export markets.

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Almeco Soap Co., Columbus, Ohio, which recently started operations in that district, reports that its plant is now in production, the output at present being oil and liquid soaps. Plant and offices are located at 256 Glenwood avenue in charge of J. W. Albright.

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George H. Clark, district manager of the White King Soap Co., Los Angeles, died in Salt Lake City, recently at the age of fifty-nine. He had been in charge of the company's activities in the Salt Lake City district for the past eleven years.

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Lever Bros., Ltd., Toronto, has inaugurated its fifth annual window display contest for "Lux" toilet soap, offering 1,200 prizes with a total value of $10,000 to Canadian dealers handling "Lux" soap.

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"Murphy's" soap powder is being marketed by a new concern recently organized in Topeka, Kansas, by Glen T. Murphy.

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The quarterly dividend of Procter & Gamble Co., payable August 15, was reduced by the directors to 50c a share, as compared with previous payments of 60c share. This is said to be the first time since the company was incorporated that it has reduced its dividend.

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United Soap & Supply Co. is a new concern in the soap and janitor supply trade of Los Angeles. The concern, which is owned and operated by C. C. Seiler & Son, reports a satisfactory business and an increasing market for its products. Offices are maintained at 245 E. Bloom street.

Charles L. Hamilton, head of Potter Drug & Chemical Co., Malden, Mass., makers of "Cuticura" soap, died of a heart attack at his home in Malden, July 16. He was sixty-seven years old, and had been with the Potter company since 1883 when he joined the company as a bookkeeper. He rose rapidly in the concern, becoming vice-president and general manager in 1906, and president, upon the death of George R. White in 1922. He is survived by his widow, a son, William C. Hamilton, and a brother, George M. Hamilton.

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A shampoo impregnated cloth will be marketed by the newly formed Jaxonette Corp., New York, headed by Edward Shea. This product is covered by a basic patent applying to mesh fabrics impregnated with soap. The value of the patent is said to depend on the fact that the holes in the mesh areate the soap, producing an immediate and abundant lather.

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Mulsoid Products Corporation, Ogdensburg, New York, manufacturer of proprietary detergents, has offered creditors a 20% settlement through its attorneys, Van Kennen & Van Kennen of Ogdensburg. The company moved out of its plant about six months ago and has been storing its stock and furniture at Providence, Rhode Island.

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Societe Coty, France, is reported to be planning establishment of plants in England, Germany, Belgium, Switzerland, Mexico, Chile and Argentina to avoid increasing restrictions on imports into these countries. The parent concern expects to supply raw materials and containers to the branch plants.

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Attorneys for Procter & Gamble Co. have filed an appeal against a recent decision of the U. S. Customs Court which directed that the company pay duty on whale oil manufactured on the high seas and brought into United States.

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Calite Manufacturing Co., Los Angeles, makers of "Calite" laundry detergent and "Holiday" washing powder, has occupied new and larger quarters at 5400 South Alameda street, Los Angeles.

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Magic Soap Co., Louisville, Ky., for which incorporation papers were filed last year, has recently started operations in that district. The company is headed by J. F. Ecker.

The estate of the late James N. Gamble, one of the founders of Procter & Gamble Co., has been appraised at $6,341,553 by the Cincinnati Probate Court. His largest stock holding was 24,150 shares of Procter & Gamble Co. common stock and 1,680 shares of 8% preferred stock, appraised at $21 and $142 a share, respectively.

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Ungerer & Co., New York, announces removal of its St. Louis offices to 5 South Taylor Avenue, where office and stock facilities will be combined. E. M. Tysdal is in charge in St. Louis. The new telephone number is Rosedale 3850.

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Thayer Perfume, Ltd., Toronto, Canada, has extended the market for its "Kwick Klenzer" hand soap by adoption of a new and more attractive package and refinement of the product.

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Michigan Alkali Co. has appointed Merchants Chemical Co., Philadelphia, as representatives in that territory. Fred E. Loud will be resident manager.

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William J. Rathgeber, former soap chemist, died at his home in New Haven, July 17, at the age of 71.

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Hygienic Products Co., Canton, Ohio, is not entitled to register as a trade mark for cleaning powder a label designed as a number of yellow panels with blue borders, the panels to bear printing or pictures, according to a decision from the U. S. Patent Office. The decision is based on the contention that such a package design is common and cannot function as a trade mark.

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Francis T. Dodge, president of Dodge & Olcott Co., New York, was married August 5th in the Madison Avenue Presbyterian Church, New York, to Mrs. Ellen Putnam Andrews Blodget of Harvard, Mass. The ceremony was performed by Rev. Robert W. Serle, D. D. Mr. and Mrs. Dodge sailed the following day on the "Lafayette" for Europe.

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R. P. Benedict of Darling & Co., Chicago, was the winner recently of a yacht race from Chicago to Mackinac Island. He sailed his 55-foot schooner, "Bagheera." Both actual and corrected times were the fastest of the nineteen starters in the race.

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Winchester Packing Co. plant at Winchester, Ind., was destroyed recently by fire with a loss of $35,000.

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Baltimore Butterine Co., Baltimore, has filed suit against officials of the Treasury Department of the United States, including Andrew W. Mellon, former secretary, Ogden L. Mills, present secretary, and R. M. Estes, deputy collector of Internal Revenue in charge of oleomargarin taxes, for $450,000 damages for alleged interference with its business. The suit involves vegetable oil shortening products which were not affected by the original law of 1886, but were made taxable under the amendment of July, 1931, to the law. The damages were claimed for the period from Jan., 1927 to July, 1931, during which time the Department made attempts to collect the tax and allegedly ruined the business of the Baltimore company.

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Institute of Cottonseed Oil Foods has been formed by leading refiners of cotton oil and manufacturers of cotton oil products to aid in increasing the use of cotton oil in foodstuffs. Among the founders, who attended the meeting at the Beverly Country Club, Chicago, during the week of July 29, were Procter & Gamble Co., Southern Cotton Oil Co., Swift & Co., Armour & Co., Wilson & Co., Cudahy Packing Co., and others.

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R. R. Deupree, president of Procter & Gamble Co., and Charles S. Dewey, vice president of Colgate-Palmolive-Peet Co., recently represented the soap industry in short talks over the Columbia network on reduction of taxation and elimination of waste in government.

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The bankruptcy of the Euro-American Corp., Newark, N. J., about a year ago has resulted in the indictment of twelve men connected with that firm, alleged to be leaders in a bankruptcy ring, for concealing $75,000 worth of assets. The twelve men named in the indictment which was handed up Aug. 1 by a Federal grand jury, include J. M. Russo, Pericles Ziongas, M. K. Ziongas, Hamilton Pearsall, Max Kushner, Isadore Silberman, Harris B. Reisler, Elkin B. Marks, Jesse Weinberg, Louis Aldorty, Samuel Waldman, and Martin Mandell.

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Hans Guldmann, president of the Wharton County Oil Mill, El Campo, Texas, was found dead of a bullet wound in his home at Galveston on Aug. 1. The coroner's verdict stated that death was accidental.

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Herman G. Weicker, vice president of Dodge & Olcott Co., New York, returned recently from Europe where he spent the last two months visiting his firm's connections abroad.

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New Bulletin on Tung Oil

A new illustrated bulletin on tung oil has been published by the Chemical Division of the Department of Commerce. The bulletin contains sources of supply, shipping centers, consumptive uses for tung oil, its physical properties, and its interchangeability with other drying oils, of which a brief account is also given. There is greater interest in tung oil at this time, perhaps because of the initial commercial production of the oil from tung tree groves in Florida recently. The bulletin discusses this phase of the industry and the extent to which the tung tree has been cultivated, and where, in the United States. The bulletin is Trade Promotion Series No. 133 and may be purchased for ten cents from the Superintendent of Documents, Government Printing Office, Washington, D. C.

CONTRACTS AWARDED

Armour & Co., Chicago, has been awarded the contract to supply the U. S. Quartermaster at Chicago with 65,600 lbs. chip soap at a price of 3.46c lb. H. Pohnstamm & Co., Chicago, was awarded the contract for 45,000 lbs. laundry soap at 3.75c lb. The latter company was also low bidder on 65,800 lbs. laundry soda with a quotation of 1.45c lbs., but no award was made on this item.

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R. M. Hollingshead Co. has been awarded the contract for 1,000 cans liquid floor polish for the Brooklyn Medical Corps at a price of 36c. An additional award on 1,500 cans is still pending, with Noxon Chemical Products Co. the low bidder, quoting 59c. R. M. Hollingshead Co. was also awarded 1,000 cans floor wax at 62.4c.

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W. F. Straub Laboratories, Chicago, has been awarded a contract for 3,500 gallons liquid soap for Post Office Department, Washington, at 16c gallon.

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Miller & Graham have been awarded the contract for 1,080,000 lbs. laundry soap for the U. S. Army Quartermaster at Brooklyn at a price of 2.32c lb. in a recent bidding. The award for 120,000 cakes grit soap went to Day & Frick at a price of 2.8c. Unity Sanitary Supply Co. was awarded 6,500 lbs. caustic soda at 6c.

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The U. S. Veterans' Administration Bureau, Washington, has recently announced a series of awards on contracts for scouring powder, soap, starch, soda, etc., for the coming fiscal year. Price ranges on deliveries at various points all over the country range as follows: scouring powder, cans, 1.85c to 3.9c; scouring powder, bbls., 0.94c to 2.5c; scouring powder, type B, cans, 1.77c to 2.75c; scouring powder, type B, bbls., 0.82c to 1.81c; soap, grit, 10-ounce cakes, 3.5c to 5c; soap, grit, 12-ounce cakes, 2.7c to 4.7c; soap, laundry, ordinary, 2.1c to 3.94c; soap powder, 1.02c to 3.01c; soap, toilet, floating 2-oz., 3.85c to 5.66c; soap, toilet, floating, 6-oz., 4.2c to 5.62c; soda ash, 1.55c to 3.35c; trisodium phosphate, 2.9c to 4.75c; powdered laundry soap, 3.52c to 5.91c; washing soda, 1.54c to 3.1c; and laundry sour, 5.85c to 9.76c.

—o—

R. M. Hollingshead Co., Camden, N. J., has been awarded contracts for material for Indian Service, Dept. of Interior, St. Louis, as follows: furniture polish at 18c; floor wax at 43.9c; and floor wax at 37.5c. W. P. Fuller Co., San Francisco, also awarded quantity of furniture polish at 17c.

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Stevens Soap Corp., Brooklyn, has been awarded a contract for 25,000 bars scouring soap for Brooklyn Army Medical Corps at 3.25c.

—o—

Solvay Sales Corp. has been awarded a contract for 150,000 lbs. sal soda for Brooklyn Army Medical Corps at 1.64c.

—o—

Armour & Co., Chicago, has been awarded contracts by the Chicago U. S. Army quartermaster to deliver laundry soap, as follows: 18,000 lbs., Ft. Benj. Harrison, 2.63c.; 480 lbs., Erie Ord. Depot, 2.68c.; 2,040 lbs., Patterson Field, 2.69c.; 9,000 lbs., Ft. Hayes, 2.7c.; 7,500 lbs., Selfridge Field, 2.7c.; 3,000 lbs., Ft. Wayne, 2.68c.; 4,800 lbs., Camp Custer, 2.6c.; 4,800 lbs., Chanute Field, 2.54c; 1,620 lbs., Rock Island Arsenal, 2.59c.; 2,040 lbs., Savannah, 2.59c.; 8,040 lbs., Ft. Sheridan, 2.44c.; 2,400 lbs., Camp McCoy, 2.76c.; 480 lbs., Chicago, 2.34c.; and 10,500 lbs., Ft. Snelling, 2.7c. Van Camp Packing Co., Washington, was awarded 7,500 lbs., for Selfridge Field and 6,060 lbs. for Fort Lincoln at 2.8166c., and Colgate-Palmolive-Peet Co. was awarded 8,469 lbs. for Fort Meade and 8,700 lbs. for Fort Des Moines at 2.833c.

—o—

Awards on cake grit soap were made as follows: Hunnewell Soap Co., Cincinnati, 1,000 cakes, Ft. Benj. Harrison, 2.5c.; 600 cakes, Ft. Sheridan, 2.5c.; 600 cakes, Chanute Field, 2.5c.; Stevens Soap Corp., Brooklyn, 200 cakes, Ft. Brady, 2.7c.; 200 cakes, Ft. Wayne, 2.7c.; 200 cakes, Camp Custer, 2.7c.; 200 cakes, Camp McCoy, 2.7c.; 400 cakes, Savannah, 2.7c.; and 300 cakes, Rock Island Arsenal, 2.7c. Colgate-Palmolive-Peet Co., Chicago, was awarded 800 cakes toilet soap at 2c.

—o—

J. Eavenson & Sons were awarded the contract for 120,000 lbs. leather equipment soap for the Brooklyn U. S. Army Quartermaster in a recent bidding, the winning figure being 3.64c. The same company was also awarded 50,000 cakes white floating toilet soap, at 1.85c. Other successful bidders were: Armour & Co., 72,000 cakes toilet soap, ¾c.; and Utility Co., 50,000 cans paste grit soap, 4.1c.

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ESTABLISHED 1914

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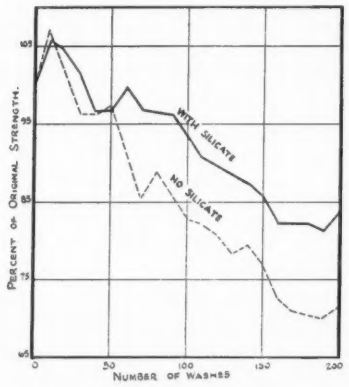

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RECORD OF TRADE-MARKS

The following trade-marks were published in the July issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade Marks Filed

BULLY—This in outlined letters together with other descriptive matter describing hand soap. Filed by Crystal Chemical Co., Belleville, N. J., Mar. 14, 1930. Claims use since Feb. 5, 1930.

STERISOL—This in broken letters describing cleansing powder. Filed by Diversey Mfg. Co., Chicago, May 13, 1931. Claims use since Jan. 17, 1931.

ROCKET—This in solid letters in phrase "When Rocket Arrives Dirt Sails Away," together with drawing of sailing ship, describing cleansing preparation. Filed by Norda Mfg. Co., St. Louis, Mar. 19, 1932. Claims use since Feb. 29, 1932.

CHANDU—This in solid letters together with turbanned male head, star and crescent moon, describing toilet soap. Filed by Los Angeles Soap Co., Los Angeles, Apr. 7, 1932. Claims use since Feb. 16, 1932.

DAY-Z-SHINE—This on reverse plate together with daisy, describing shoe polish. Filed by Louis B. Kunkel, St. Louis, Apr. 28, 1932. Claims use since Apr. 3, 1932.

METAL-GLO—This in solid letters describing metal polish. Filed by L. K. Rhodes, Little Rock, Ark. May 7, 1932. Claims use since Apr. 1, 1932.

BLACK CAT—This in outline letters with drawing of cat, describing shoe and stove polish. Filed by J. L. Prescott Co., Passaic, N. J., May 17, 1932. Claims use since Mar. 18, 1902.

LADY GODIVA—This in script describing soap. Filed by Red & White Corp., Buffalo, May 26, 1932. Claims use since Oct. 28, 1931.

WA-CHE-CO—This in solid letters describing insecticide and disinfectant. Filed by Waltham Chemical Co., Waltham, Mass., Apr. 15, 1932. Claims use since Feb. 15, 1932.

EASY-Z—This in outlined letters describing flake soap. Filed by Miller Products Co., Cheviot, Ohio, May 21, 1931. Claims use since Apr. 25, 1931.

G-E-K—This in solid letters with words, "It Cleans," describing cleaning compound. Filed by Okay Distributing Service, Lakewood, Ohio, Apr. 22, 1932. Claims use since Apr. 5, 1932.

4-SQUARE—This on reverse plate describing shaving cream. Filed by Four Square Products, Inc., Dover, Del., May 25, 1932. Claims use since Apr. 14, 1932.

RENOU—This in solid letters describing cleaning compounds. Filed by Renou Chemical Corp., Akron, Ohio, May 31, 1932. Claims use since May 10, 1932.

TASTIE TOOTH PASTE—This in solid letters within jagged line border, describing toothpaste. Filed by Tastie Tooth Paste Co., Bloomfield, N. J., July 21, 1931. Claims use since July 17, 1931.

DRAWING OF FLY describing insecticidal spray. Filed by Union Oil Co. of California, Los Angeles, Feb. 15, 1932. Clams use since Oct. 27, 1931.

VERITHOL—This in solid letters describing antiseptic jelly. Filed by Veritas Products Co., New York, Apr 27, 1932. Claims use since Mar. 22, 1932.

NE-O-PINE—This in outline letters with drawing of nude female figure, describing bath tablet. Filed by James F. Ballard, Inc., St. Louis, Apr. 28, 1932. Claims use since Jan. 1, 1932.

NE-O-PINE—This in outline letters describing bath tablet. Filed by James F. Ballard, Inc., St. Louis, Apr. 28, 1932. Claims use since Jan. 1, 1932.

ORTHO-GYNOL—This in solid letters describing antiseptic. Filed by Johnson & Johnson, New Brunswick, N. J., May 10, 1932. Claims use since Sept. 30, 1931.

NOPCO-SAN—This in solid letters with drawing of chicken, describing germicides, disinfectants and deodorants. Filed by National Oil Products Co., Harrison, N. J., May 10, 1932. Claims use since Apr. 23, 1932.

NOPCO-SAN—This in solid letters describing germicides, disinfectants and deodorants. Filed by National Oil Products Co., Harrison, N. J., May 10, 1932. Claims use since Apr. 23, 1932.

PHENOCHROME—This in solid letters describing germicide. Filed by Phenochrome Germicidal Corp., Oxford, N. Y., May 10, 1932. Claims use since Mar. 1, 1930.

PERMAG—This in solid letters describing washing sodas. Filed by Magnuson Products Corp., Brooklyn, May 13, 1932. Claims use since July 11, 1931.

UNION—This in solid letters describing cleaning com-

pound and oil emulsifiable soap. Filed by Union Oil Co. of California, Los Angeles, Mar. 7, 1932. Claims use since March, 1928.

SOLLO—This partly in form of reverse plate and partly in solid letters, describing soap, chips and flakes. Filed by Kaufman Department Stores, Inc., Pittsburgh, May 18, 1932. Claims use since Feb. 20, 1932.

GETZ—This in outlined letters describing insecticide. Filed by Getz Exterminators, Inc., St. Louis, Jan. 2, 1932. Claims use since 1888.

HALITEST—This on reverse plate bearing the letter "H," describing antiseptic mouth wash. Filed by Halitest Co., San Diego, Cal., Mar. 17, 1932. Claims use since Feb. 26, 1932.

AUTOMATIC—This with words "Electric Moth Exterminator," describing insecticide. Filed by Automatic Washer Co., Newton, Ia., May 16, 1932. Claims use since Mar. 1, 1931.

REPRESENTATION of moon's face, also showing stars, describing soap. Filed by Procter & Gamble Co., Cincinnati, June 16, 1932. Claims use since Jan. 15, 1932.

ELDEE—This in solid letters describing shampoo. Filed by Universal Chemical Corp., Akron, Ohio, Apr. 11, 1932. Claims use since Jan. 26, 1932.

BALMUR CREAM—This on oval-shaped reverse plate, describing antiseptic. Filed by G. C. Hanford Mfg. Co., Syracuse, May 12, 1932. Claims use since Feb. 1, 1932.

RING-CIDE—This in solid letters describing germicide. Filed by McKinley Gassett, Washington, May 25, 1932. Claims use since Feb. 5, 1932.

PYROTE—This in solid letters describing insecticides. Filed by Mechling Bros. Chemical Co., Camden, N. J., May 25, 1932. Claims use since May 11, 1932.

BLUE DETH—This in solid letters describing insecticide. Filed by Diamond Brand Products, Inc., Philadelphia, June 11, 1932. Claims use since July, 1931.

Trade Marks Granted

295,189. Liquid Spray. Fly-War Laboratory, Greenfield, Ind. Filed February 17, 1932. Serial No. 324,252. Published April 5, 1932. Class 6.

295,223. Floor Wax. American Crayon Co., Sandusky, Ohio. Filed January 30, 1932. Serial No. 323,603. Published April 12, 1932. Class 16.

295,228. Polish. Air-Way Electric Appliance Corp., Toledo, Ohio. Filed February 11, 1932. Serial No. 324,057. Published April 12, 1932. Class 16.

295,230. Wax Polish. Huntington Laboratories, Huntington, Ind. Filed February 15, 1932. Serial No. 324,168. Published April 12, 1932. Class 16.

295,233. Chemicals for Destroying Insects. Sanol Laboratories, Ampere, N. J. Filed May 17, 1929. Serial No. 284,180. Published June 25, 1929. Class 6.

295,400. Powdered Hand Cleanser. Southern Cleanser Mfg. Co., Dallas, Tex. Filed February 5, 1932. Serial No. 323,875. Published April 12, 1932. Class 4.

295,403. Detergent Compound. Hercules Powder Co., Wilmington. Filed February 11, 1932. Serial No. 324,069. Published April 12, 1932. Class 4.

295,440. Antiseptic Bath Compound. Jansen Soap & Chemical Co., San Francisco. Filed November 20, 1931. Serial No. 321,341. Published April 19, 1932. Class 6.

295,444. Deodorant. Odor-Go Corp., Wilmington. Filed December 12, 1931. Serial No. 322,059. Published March 1, 1932. Class 6.

295,448. Antiseptic. Goudre Laboratories, Brooklyn. Filed January 9, 1932. Serial No. 322,911. Published April 12, 1932. Class 6.

295,490. Toilet Soap. Holman Soap Co., Chicago. Filed February 25, 1932. Serial No. 324,465. Published April 19, 1932. Class 4.

295,530. Detergents. Beach Soap Co., Lawrence, Mass. Filed March 7, 1932. Serial No. 324,836. Published April 19, 1932. Class 4.

295,606. Antiseptic, Disinfectant, and Deodorant. North Metal & Chemical Co., York, Pa. Filed March 18, 1932. Serial No. 325,267. Published April 26, 1932. Class 6.

295,697. Insecticides and Deodorants. Davenport's Sanitary Service, Ridgewood, N. Y. Filed October 12, 1931. Serial No. 319,978. Published April 19, 1932. Class 6.

295,737. Antiseptic Jelly. Hygelyn, Inc., Minneapolis. Filed February 5, 1932. Serial No. 323,866. Published April 5, 1932. Class 6.

295,755. Insecticide. Hampton D. Gossard, Wichita, Kans. Filed February 15, 1932. Serial No. 324,164. Published April 19, 1932. Class 6.

295,760. Insecticides, Deodorants, and Disinfectants. Stanco Inc., Wilmington. Filed February 19, 1932. Serial No. 324,324. Published April 12, 1932. Class 6.

295,762. Dentifrices and Mouth Washes. Anacin Co., Chicago. Filed February 23, 1932. Serial No. 324,364. Published April 19, 1932. Class 6.

295,763. Disinfectant and Deodorant. West Disinfecting Co., Long Island City. Filed February 24, 1932. Serial No. 324,451. Published April 19, 1932. Class 6.

295,765. Tooth-Powder. Denti-Kem Co., St. Louis. Filed February 25, 1932. Serial No. 324,475. Published April 19, 1932. Class 6.

295,821. Antiseptic-Germicide. Louis Philippe, New York. Filed February 20, 1932. Serial No. 324,354. Published April 26, 1932. Class 6.

295,828. Antiseptic-Germicide. Louis Philippe, New York. Filed February 20, 1932. Serial No. 324,355. Published April 26, 1932. Class 6.

295,829. Antiseptic-Germicide. Louis Philippe, New York. Filed February 20, 1932. Serial No. 324,358. Published April 26, 1932. Class 6.

295,831. Floor Wax. Hillyard Chemical Co., St. Joseph, Mo. Filed February 26, 1932. Serial No. 324,515. Published April 26, 1932. Class 16.

295,832. Liquid Floor Wax. Hillyard Chemical Co., St. Joseph, Mo. Filed February 26, 1932. Serial No. 324,516. Published April 26, 1932. Class 16.

295,840. Liquid Disinfectant and Deodorizer. C. B. Dolge Co., Westport, Conn. Filed March 2, 1932. Se-

rial No. 324,703. Published April 26, 1932. Class 6.

295,850. Automobile and Furniture Polish. H. D. T. Company, Factors, White Plains, N. Y. Filed April 10, 1929. Serial No. 282,207. Published December 24, 1929. Class 16.

295,887. Soaps and Shaving Creams. Fred W. Davis, New York. Filed September 28, 1931. Serial No. 319,474. Published May 10, 1932. Class 4.

295,900. Cleaning Preparation. B B Products Corp., New York. Filed December 31, 1931. Serial No. 322,569. Published May 10, 1932. Class 4.

295,930. Automobile Polish. Royal Saxon Co., Bound Brook, N. J. Filed February 12, 1932. Serial No. 324,118. Published May 3, 1932. Class 16.

295,932. Soap. Polk Miller Products Corp., Richmond, Va. Filed February 15, 1932. Serial No. 324,189. Published May 10, 1932. Class 4.

295,941. Soaps. S. H. Kress & Co., New York. Filed February 23, 1932. Serial No. 324,383. Published May 10, 1932. Class 4.

295,942. Polishes. Primo Polish Manufacturing Co., Westfield, Mass. Filed February 23, 1932. Serial No. 324,402. Published May 3, 1932. Class 4.

295,947. Shoe Polish. Lincoln Shoe Products Mfg. Co., Providence, R. I. Filed March 2, 1932. Serial No. 324,707. Published May 3, 1932. Class 4.

296,007. Liquid Toilet Soap. Fischer's Surfa-Saver, Inc., Cincinnati. Filed April 14, 1931. Serial No. 313,338. Published May 10, 1932. Class 4.

296,041. Antiseptic Germicide, Etc. Polk Miller Products Corp., Richmond, Va. Filed February 16, 1932. Serial No. 324,231. Published May 3, 1932. Class 6.

296,043. Antiseptic. Elkton Drug Co., Elkton, Md. Filed February 9, 1932. Serial No. 323,991. Published May 3, 1932. Class 6.

296,052. Antiseptic Tablets. Claude W. Williams, Pawhuska, Okla. Filed December 15, 1931. Serial No. 322,147. Published May 10, 1932. Class 6.

296,079. Washing Powder. Los Angeles Soap Co., Los Angeles. Filed March 14, 1932. Serial No. 325,105. Published May 10, 1932. Class 4.

296,080. Cleaning Compounds. Cyrex Manufacturing Co., Brooklyn. Filed March 15, 1932. Serial No. 325,148. Published May 3. 1932. Class 4.

296,083. Toilet Soap. Baby's Own Soap Co., Belmont, Mass. Filed March 23, 1932. Serial No. 325,397. Published May 3, 1932. Class 4.

296,097. Insecticide. Alfred J. Compo, Edwards, N. Y. Filed March 26, 1932. Serial No. 325,516. Published May 3, 1932. Class 6.

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National Oil Products Co., Harrison, N. J., announces the appointment of Daniel N. Whitlock as special representative in Missouri, Kansas and Oklahoma. Mr. Whitlock was previously with National Oil Products Co. in 1920 when he acted as chief engineer in charge of process equipment for the manufacture of sulphonated oils and soaps.

New Patents

Conducted by

Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADE-MARK CAUSES

815 15th St., N. W., Washington, D. C.

Complete copies of any patents or trade-mark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-mark Law will also be freely answered by these attorneys.

No. 1,861,513, Bleaching of Oils, Patented June 7, 1932, by Lorenzo D. Taylor, Niagara Falls, N. Y., assignor to The Mathieson Alkali Works, New York, N. Y. In the bleaching of vegetable and animal oils and fats of the class comprising cottonseed oil, corn oil, linseed oil and tallow, the improvement which comprises mixing a dry calcium hypochlorite containing upwards of 50% available chlorine with the oil or fat and heating the mixture to a temperature upwards of about 65° C.

—o—

No. 1,861,514, Oil Treatment, Patented June 7, 1932 by Lorenzo D. Taylor, Lewiston, N. Y., assignor to The Mathieson Alkali Works, Inc., New York, N. Y. In the treatment of oils of the kinds described, the steps of mixing dry calcium hypochlorite containing approximately 60% available chlorine with the oil, and maintaining the temperature of the mixture at upwards of approximately 60° C. for a period of approximately five to six hours.

—o—

No. 1,861,685, Detergent Composition and Process of Making the Same, Patented June 7, 1932, by Louis T. Bussler, Ashton, Md. A detergent composition comprising amino-fatty acids and gelatinous material including the reaction products of acetin on cellulose.

—o—

No. 1,862,322, Saponaceous Emulsion and Product Containing Same, Patented June 7, 1932, by William G. Soley, La Salle, N. Y., assignor to The Carborundum Company, Niagara Falls, N. Y. An abrasive composition comprising a cream-like emulsion of soap, water and an essential oil together with abrasive particles, and having bentonite mixed therewith as a stiffening material, the composition containing substantially 20% of soap, 20% of oil, 20% of bentonite and 40% of water.

—o—

No. 1,862,360, Soap Cutting Machine, Patented June 7, 1932, by Harry P. Forte, Newton, Mass., assignor to Lever Brothers Company, Cambridge, Mass. In a machine cutting soap issuing from a plodder, the combination of a support for receiving a strip of soap as it is

(*Turn to Page* 49)

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Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of August* 6, 1932)

NEW YORK—A slightly better feeling was apparent in the market for essential oils and aromatics last period. There was no particular increase in prices and no substantial broadening of demand, but signs of activity in other industries and upward movements in commodity and securities markets made buyers a little more optimistic as to the future of business. The principal feature of the market was a distinctly firmer tone in the peppermint oil situation. Estimates place production at from 400,000 to 600,000 pounds, and, with such a crop, it would be necessary to draw out all carry-over stocks to satisfy ordinary demand. No offers are being made by producers, and local dealers have advanced prices on spot sharply.

Oil Anise

This oil continued in weak position, late cables reporting a drop of another cent a pound in quotations, bringing the figure down to a basis of 30c. to 31c. pound.

Oil Bois De Rose

Bois de Rose scored another advance this period as spot quotations once more advanced on the basis of further reports of shortage in primary markets. Spot stocks are believed to be small and dealers are finding it very difficult to secure replacements. The present market on Cayenne oil is $1.80 to $2.00 pound, with Brazilian at 92c. to $1.00.

Oil Cassia

Another two cent decline was reported in cables from China this period on Cassia oil, bringing the current price of oil in drums down to 88c. pound. There was no particular development in the situation, the drop in price being merely a concession by suppliers in an attempt to move stocks.

Oil Citronella

This oil was somewhat firmer during the period just closed, although no quotable change in prices was reported. The current market is 32c. to 34c. pound.

Oil Peppermint

With producers beginning distilling operations on the present peppermint crop the situation in peppermint oil became even firmer. Dealers report that they are unable to secure offers from producers who apparently are intent on securing substantially higher prices before putting their output on the market. There now seems little doubt that there will be some shortage in the crop, although it is believed that carry-over stocks will be sufficient to prevent any real shortage. The current quotation is $1.60 pound for natural oil, redistilled at $1.75, and higher prices are forecast.

—o—

Soap Output Down in 1931

Production of soap and soap products in the United States was 18.6 per cent lower in value in 1931 than in 1929, according to figures of the Bureau of the Census. The value of soap products dropped from $286,756,875 in 1929 to $233,472,262 in 1931 based on manufacturers' prices at the factory. Tonnage as reported was six per cent lower in 1931, the decline being approximated as from 3,300,000,000 pounds in 1929 to about 3,100,000,000 in 1931. Employment declined 4.2 per cent and cost of materials 33.7 per cent in 1931.

Detailed comparative figures as given out by the Bureau of the Census, were as follows:

PRODUCTION, QUANTITY AND VALUE: 1931 AND 1929

[The figures given for 1931 represent production; those for 1929 refer to sales (shipments or deliveries) by manufacturers]

	1931	1929
Soap made in all industries, aggregate value	$233,472,262	$286,756,875
Made in the soap industry, value	$225,489,801	$274,839,304
Made as a secondary product in other industries value	$7,982,461	$11,917,571
Toilet soap—		
Pounds	301,265,779	324,383,543
Value	$52,613,673	$59,982,997
Laundry soap (in bars)—		
White—		
Pounds	785,951,788	914,588,831
Value	$33,221,121	$51,175,255
Yellow—		
Pounds	610,014,582	550,593,948
Value	$33,968,078	$40,774,488
Foots soap—		
Pounds	20,015,108	21,829,276
Value	$1,212,600	$1,916,077
Soap chips and flakes—		
Pounds	344,974,949	387,925,004
Value	$30,147,296	$41,763,903
Other hard soaps—		
Pounds	36,747,389	51,342,800
Value	$2,625,584	$4,242,962
Granulated and powdered soap—		
Pounds	414,447,267	337,291,356
Value	$40,283,099	$35,724,861
Soap powders (including washing powders, cleansers, and scouring powders)—		
Pounds	425,861,866	505,529,239
Value	$18,125,127	$23,387,172
Shaving soap, cream, and powder, value	$11,175,666	$10,793,908
Liquid soap—		
Pounds	28,955,385	35,263,195
Value	$2,158,349	$3,497,384
Paste soap—		
Pounds	29,807,733	40,525,581
Value	$1,846,702	$3,009,945
Soft soap—		
Pounds	37,104,139	66,141,365
Value	$1,980,284	$3,950,851
Other soaps—		
Pounds	5,810,709	6,444,377
Value	$332,112	$766,252
Soap stock or soap base, for sale as such—		
Pounds	8,561,584	4,106,339
Value	$521,707	$292,323
Soap not reported by kind—		
Pounds	45,850,977	49,513,181
Value	$3,260,864	$5,478,497

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of August* 6, 1932)

NEW YORK—Little change was noted in the market for soap and disinfectant chemicals this period, the market continuing to exhibit the same quiet tone which has characterized transactions in recent months. Consumers were still little disposed to increase commitments, drawing stocks only for immediate use. Prices showed but little change. A fractional reduction was made in quotations on crude glycerin due to increase in stocks. Naval stores quotations changed only moderately, with no definite trend apparent. The pyrethrum market was seasonally inactive this period as spot stocks are about exhausted and new crop material is not yet available.

Alkalis

A moderate increase was noted in shipments of soda ash this period, the increase being due to somewhat greater activity in the textile industry. Shipments of other alkalis held up fairly well in spite of seasonal inactivity in many consuming industries. Price schedules were reported to be well maintained.

Glycerin

A reduction of one-half cent a pound was made in the price of chemically pure and dynamite glycerin this period due to a substantial increase in stocks of crude glycerin caused principally by an increase in importations from Europe. Quotations on C. P. ranged from 10¼c. to 10½c. lb., with dynamite quoted at 7½ to 7¾c. lb. Saponification and soaps lye were unchanged at 5c. to 5½c. and 4c. to 4⅛c. lb., respectively.

Insect Powder

The insect powder market was inactive this period, dealers and users marking time until new crop material is available which will be about the middle of the month. Small stocks available on spot command a slight premium over previous figures. The new crop is expected to be about normal in size, there being no report up to this time of crop damage. Tests are now being made to determine the relative killing efficiency of new crop flowers.

Naval Stores

Mixed price movements were the rule in the naval stores market this period, but with a firmer trend apparent. A moderate inquiry was noted and arrivals of new material were not large.

Tri Sodium Phosphate

During the past two months there has been a very definite strengthening in the T. S. P. market. Quotations have firmed considerably and the inside price on material in barrels is now $3.20 per 100 lbs., with bags quoted at $3.00.

—o—

Suggested Soap Prices

(*From Page* 29)

	Suggested Retail Price	Suggested Wholesale Price
Twinplex Shaving Cream	.38	2.85 doz.
Unguentine Soap	.26	2.10 doz.
Vaniva Shaving Cream	.55	4.40 doz.
Van Kai Shampoo	.55	4.40 doz.
Vasco Shampoo Powder	.27	2.10 doz.
Velvet Soap	.26	2.36 doz.
Madam Walker Shampoo	.53	4.20 doz.
Soap Complexion	.22	1.58 doz.
Vegetable Oil	.11	.79 doz.
Wanous Shampoo Bags	.11	.83 doz.
Wavenlock Cocopalm Shampoo	.55	4.40 doz.
Waving Shampoo	.39	3.08 doz.
Soap	.26	1.15 doz.
Webster's Comfort Shaving Cream	.28	2.20 doz.
Westphal Shampoo	.38	3.15 doz.
Dr. White's Shaving Cream	.26	2.10 doz.
Whiz Hand Soap	.11	.95 doz.
Wildroot Shampoo Soap ..... cake	.28	1.58 doz.
Cocoanut Oil Shampoo 6 oz.	.53	4.20 doz.
Williams Shaving Cream ..... small	.11	.99 doz.
large	.39	3.30 doz.
double	.55	4.73 doz.
Shaving Liquid	.55	4.73 doz.
Shaving Stick, Holder Top	.39	3.30 doz.
Shaving Stick Reloads for Holder Top ..... large	.38	2.36 doz.
Shaving Soap, Barber Gars, 60s	.15	5.25 box
90s	.09	5.25 box
Luxury Tablets	.28	2.36 doz.
Mug	.06	.48 doz.
Yankee	.11	1.05 doz.
Soap, Jersey Cream ..... medium	.11	.84 doz.
Wimsol Shaving Cream	.39	2.94 doz.
Woodbury's Shampoos, Cocoanut	.55	4.20 doz.
Tar	.55	4.20 doz.
Castile	.55	4.20 doz.
Shaving Cream	.37	2.94 doz.
Sticks	.32	2.64 doz.
Sticks, Refills	.26	2.00 doz.
Soap, Facial	.26	2.36 doz.
Wrisley's Olivilo Soap	.13	1.01 doz.
O. E. Lavender Soap	.10	.79 doz.
Yardley's Lavender Shampoo 6s	.85	7.43 doz.
Shaving Cream	.53	4.75 doz.
Shaving Stick	.53	4.75 doz.
Soap, Guest Bx. 6 cks.	.20	1.65 doz.
Young's Skin Soap	.26	2.10 doz.
Zemo Soap	.26	2.10 doz.
Zip Shave Cream	.53	4.20 doz.
Zohair Olive Oil Castile Soap	.26	1.58 doz.

Market Report on

TALLOW, GREASES AND OILS

(*As of August* 6, 1932)

NEW YORK—The market for soapmaking oils, fats and greases continued to rise sharply this period, a number of advances as large as a cent a pound being reported. On the basis of previous record low prices advances of this size amount to 25% to 50% increases. The advance occurred chiefly in domestic products, leading to the belief that it might have in it something of political significance, as seems the case in other advancing prices on commodities and securities. Another feature strengthening the market is the constructive position which large users of oils have apparently taken. Realizing that producers would not long continue to supply the market at recent bankruptcy levels they have shown a tendency to let the fat and oil markets rise in order to safeguard future supplies.

Coconut Oil

Coconut oil advanced in all markets this period, quotations on New York tanks advancing to a basis of 3¾c. lb., with coast tanks selling at 3⅜c. The market shows a decidedly firmer tone and it is believed in many quarters that prices are now definitely on the up-grade. Copra is quoted at 2c. lb. on the coast, a substantial advance.

Corn Oil

Corn oil advanced a half-cent a pound this period, due to more demand and strength of competing oils. The quotation on mill tanks is now 3½c lb., with barrels delivered New York at 4¾c. lb.

Cottonseed Oil

Cotton oil quotations advanced a quarter to a half-cent a pound as a result of higher prices on cotton and competing oils and a strong bull market in securities. Traders were slow to extend commitments at the higher levels, apparently waiting for a reaction and also for further developments in the current crop. Crude now sells at 3¼c. to 3⅜c. lb., with P.S.Y. at 3¾c. to 4c. lb.

Lard

Another increase of a half-cent a pound was reported this month in the price of lard which led the advance in fat and oil prices last month. Prime steam tierces are now quoted at 5¼c. lb.

Stearine

The most substantial advance of the period was made by stearine which is priced currently at 5¾c. lb., as against 4c. at the close of last period. Quotations advanced steadily all through the period and successive increases failed to attract substantial offerings from sellers.

Tallow

Tallow prices were substantially higher this period in conformity with quotations on competing products. The last large contracts are reported to have been closed at 3¼c. lb., and subsequently smaller lots have been sold at 3⅜c. The asking price is now 3½c. lb. The destruction of a New Jersey rendering plant by fire last month was one of the factors stimulating interest in the tallow situation.

—o—

Stocks of crude cottonseed oil on hand in United States as of June 30, 1932, totaled 49,993,932 lbs., as compared with 17,328,758 lbs., on the same date last year. Stocks of refined oil on June 30, 1932, were 671,755,395 lbs., as against 349,275,781 lbs., June 30, 1931.

—o—

A bill to authorize the packing of oleomargarin in tin packages was passed by the U. S. Senate in one of the closing sessions.

—o—

Globe Grain & Milling Co., Los Angeles, is marketing sesame oil in packages as a salad and cooking oil.

—o—

New Patents

(*From Page* 45)

extruded from the plodder, means for cutting the strip, a reciprocating plunger for pushing the strip off the support, a second support for receiving the strip, a second plunger for pushing the strip across the surface of the second support, and mechanism for operating said second plunger including means for maintaining the operation in a definite time relationship to the operation of the first plunger.

—o—

No. 1,863,266, Process for the Manufacture of Insecticides and Method of Making Same, Patented June 14, 1932, by Roscoe H. Carter, Washington, D. C. The process of making insecticidal preparations containing double fluorides of the alkali metals with aluminum wherein is produced simultaneously the double fluoride, hydrated silica and hydrated alumina, intimately mixed, which comprises bringing together, in the presence of water, a water soluble salt of aluminum, an alkali metal compound, and hydrofluosilicic acid, the aluminum and alkaline salts being in excess of the amounts required to react with the hydrofluosilicic acid, but in such relation to each other as to produce alumina.

SOAPERIOR DISPENSERS are distinguished by trim well-proportioned lines and handsome finish. They are strong, fool-proof and retain their attractiveness and efficiency through years of use. They carry a two years' guarantee against defect in material or workmanship. Of course, all working parts are tooled to precision to guard against leakage and insure perfect operation.

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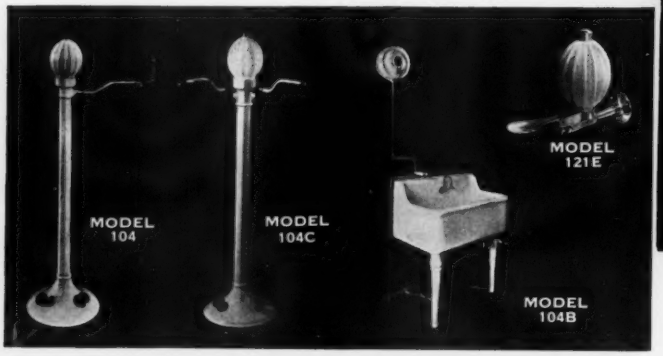
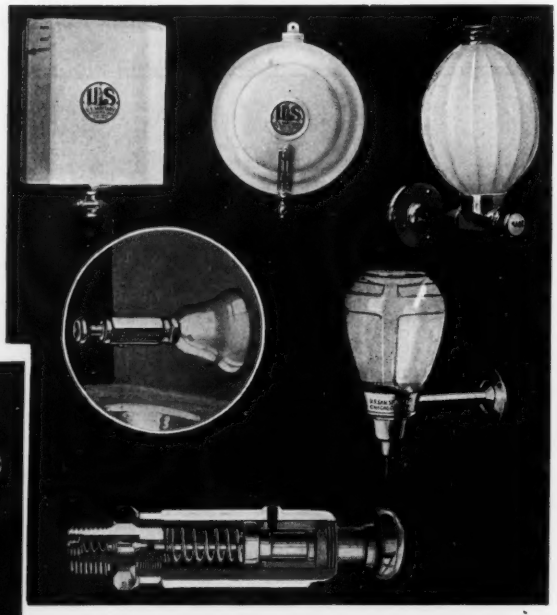


SOAPERIOR

LIQUID SOAP EQUIPMENT



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Water Soluble Perfumes
for Theatre Sprays

LILAC W. S. CARNATION W. S. FRESIA W. S.
ROSE W. S. JOCKEY CLUB W. S. and others

These oils are clearly soluble in water
You will need only four ounces to one gallon

Also Special Odors for

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Ask for Samples

POLAK'S FRUTAL WORKS, Inc.

350 WEST 31ST STREET NEW YORK CITY

Chicago Office—16 South Peoria St.

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

As of August 8, 1932

Chemicals

Acetone, C. P., drums	lb.	.10	.11
Acid, Boric, bbls., 99½%	ton	95.00	100.00
Cresylic, 97% dk., drums	gal.	.42	.43
97-99%, pale, drums	gal.	.49	.53
Formic, 90%, tech	lb.	.10½	.12
Oxalic, bbls	lb.	.11	.11¼
Adeps Lanae, hydrous, bbls	lb.	.14	.15
Anhydrous, bbls	lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls	gal.	2.45	2.59
Complete Denat., No. 5, drums., ex. gal.		.35½	.43½
Alum. potash lump	lb.	.03	.03¼
Ammonia Water, 26°, drums, wks	lb.	.02½	.02¾
Ammonium Carbonate, tech., bbls	lb.	.08	.12½
Bleaching Powder, drums	100 lb.	1.75	2.35
Borax, pd., cryst., bbls., kegs	ton	50.00	55.00
Carbon Tetrachloride, car lots	lb.	—	.06¼
L. C. L.	lb.	.06½	.07
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	10.00	25.00
Cresol, U. S. P., drums	lb.	.10½	.11
Creosote Oil tanks	gal.	.11½	.12½
Formaldehyde, bbls	lb.	.06	.07
Fullers Earth	ton	15.00	24.00
Glycerine, C. P., drums	lb.	.10¼	.10½
Dynamite, drums	lb.	.07½	.08½
Saponification, tanks	lb.	.05	.05½
Soaps, Lye, tanks	lb.	.04	.04⅛
Hexalin, drums	lb.	—	.30
Kieselguhr, bags	ton	—	35.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls	per bbl.	1.70	2.20
Mercury Bichloride, kegs	lb.	.93	1.08
Naphthalene, ref. flakes, bbls	lb.	.03¾	.05
Nitrobenzene (Myrbane) drums	lb.	.09½	.11
Paradichlorbenzene, bbls., kegs	lb.	.15	.23
Paraformaldehyde, kegs	lb.	.38	.39
Petrolatum, bbls. (as to color)	lb.	.01⅞	.06¾
Phenol, (Carbolic Acid), drums	lb.	.14¼	.16
Pine Oil, bbls	gal.	.61	.66
Potash, Caustic, drums	lb.	.06⅛	.06⅜
Flake	lb.	.07	.08
Potassium Bichromate, casks	lb.	.08	.08½
Pumice Stone, powd	100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lbs	bbl.	3.25	3.45
Grade K to N	bbl.	3.60	4.65
Grade WG and WW	bbl.	5.30	6.00
Wood	bbl.	3.33	3.53
Rotten Stone, pwd. bbls	lb.	.02½	.04½
Silica, Ref., floated	ton	18.00	22.00
Soap, Mottled 40 lb. box	lb.	—	.12
Olive Castile, bars, powder	lb.	.12	.22
Powdered White, U. S. P.	lb.	.14	.16
Green, U. S. P.	lb.	.06½	.07½
Tallow Chips	lb.	.07½	.08
Whale Oil, bbls	lb.	.04	.04½
Soda Ash, contract, wks., bags, bbls.	100 lb.	1.12½	1.38
Car lots		—	1.00
Soda Caustic, Cont., wks., sld	100 lb.	—	2.50
Flake	lb.	—	2.90
Liquid. tanks	lb.	—	2.15
Soda Sal.. bbls	100 lb.	1.05	1.15
Sodium Chloride (Salt)	ton	11.40	14.00
Sodium Fluoride, bbls	lb.	.07½	.08½
Sodium Hydrosulphite, bbls	lb.	.22	.26
Sodium Silicate, 40 deg., drum, 100 lb.		.75	.80
Drums, 60 deg. wks	100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.			
Tar Acid Oils, 15-25%	gal.	.21	.25
Trisodium Phosphate, bags, bbls	lb.	.03	.0390
Zinc Oxide, lead free	lb.	.06	.06¼
Zinc Stearate, bbls	lb.	.16	.18

Oils—Fats—Greases

Castor, No. 1, bbls	lb.	.09¾	.10½
No. 3, bbls	lb.	.09¼	.10
Coconut, tanks, N. Y.	lb.	.03¾	.03⅞
Tanks, Pacific Coast	lb.	.03⅜	.03½
Tanks, Chicago	lb.	.04	.04⅛
Cod, Newfoundland, bbls	gal.	.22	Nom.
Copra, bulk, Coast	lb.	—	.02
Corn, tanks, mills	lb.	.03½	.03⅝
Bbls., N. Y.	lb.	.04¾	.04⅞
Cottonseed, crude, tanks, mill	lb.	.03¼	.03⅜
PSY	lb.	.03¾	.04
Degras, Amer., bbls	lb.	.02¾	.03¾
English, bbls	lb.	.03¾	.04
German, bbls	lb.	.03	.03¼
Neutral, bbls.	lb.	.06½	.08½
Greases, choice white, bbls., N. Y.	lb.	.02¾	.03⅞
Yellow	lb.	.02⅝	.02⅞
House	lb.	.02⅝	.02⅞
Lard, prime, steam, tierces	lb.	—	.05¼
Compound tierces	lb.	.06	.06¼
Lard Oil,			
Extra, bbls.	lb.	—	.06½
Extra, No. 1, bbls.	lb.	—	.06
No. 2, bbls.	lb.	—	.05¾
Linseed, raw, bbls., spot	lb.	.0530	.0570
Tanks, raw	lb.	—	.0470
Boiled, 5 bbls. lots	lb.	—	.0650
Menhaden, Crude, tanks, Balt.	gal.	—	.12
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.05⅝
No. 2, bbls., N. Y.	lb.	—	.05
Olive, denatured, bbls., N. Y.	gal.	.60	.62
Foots, bbls., N. Y.	lb.	.04¼	.04½
Palm, Lagos, casks, spot	lb.	.03¼	.03½
Shipments	lb.	.02⅞	.03
Niger casks, spot	lb.	.03	.03⅛
Shipments	lb.	—	.02¾
Palm Kernel, casks, denatured	lb.	.04½	.04⅝
Tank cars, denatured	lb.	—	.03¾
Peanut, domestic tanks	lb.	.03⅞	Nom.
Red Oil, distilled, bbls.	lb.	.06⅝	.07⅛
Saponified, bbls.	lb.	.06⅝	.07⅛
Tanks	lb.	—	.05¾
Soya Bean, domestic tanks, N. Y.	lb.	—	.03½
Stearic Acid			
Double pressed	lb.	.07½	.08
Triple pressed, bgs.	lb.	.10¼	.10¾
Stearine, oleo, bbls.	lb.	.05¾	.06
Tallow, special, f. o. b. plant	lb.	.03⅛	.03¼
City, ex. loose, f. o. b. plant	lb.	.03⅜	.03½
Tallow, oils, acidless, tanks, N. Y.	lb.	—	.05¼
Bbls., c/1, N. Y.	lb.	—	.05¾
Whale, nat. winter, bbls., N. Y.	gal.	.51	53
Blchd., winter, bbls., N. Y.	gal.	.54	.55
Extra blchd., bbls., N. Y.	gal.	.57	.58

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COLUMBIA BRAND

98% - 100%
CAUSTIC SODA
76% Na_2O
Solid – Flake
Ground – Liquid

99% - 100%
SODA ASH
58% Na_2O
Light–Dense
Feather

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BARBERTON, OHIO

Say you saw it in SOAP!

As of August 8, 1932

Essential Oils

Almond, Bitter, U. S. P.	lb.	$2.25	$2.50
Bitter, F. F. P. A.	lb	2.50	2.75
Sweet, cans	lb	.40	.43
Apricot, Kernel, cans	lb.	.26	.28
Anise, cans	lb.	—	—
U. S. P., cans	lb.	.30	.31
Bay, tins		1.90	2.00
Bergamot, coppers	lb.	1.90	2.00
Artificial	lb.	1.35	1.50
Birch Tar, rect., bot.	lb.	.45	.50
Crude, tins	lb.	.13	.14
Bois de Rose, Brazilian	lb	.92	1.00
Cayenne	lb	1.80	2.00
Cade, cans	lb.	.26	.27
Cajuput, native, tins	lb.	.54	.56
Calamus, bot.	lb.	2.75	3.00
Camphor, Sassy, drums	lb.	.21	.23
White, drums	lb.	.16	.18
Cananga, native, tins	lb.	1.45	1.60
Rectified, tins	lb.	2.05	2.15
Caraway Seed	lb.	1.55	1.65
Cassia, Redistilled, U. S. P.	lb.	.90	.94
drums	lb.	—	.88
Cedar Leaf, tins	lb.	.70	.75
Cedar Wood, light, drums	lb.	.28	.30
Citronella, Java, drums	lb.	.49	.50
Citronella, Ceylon, drums	lb.	.32	.34
Cloves, U. S. P., cans	lb.	.90	1.00
Eucalyptus, Austl., U. S. P., cans	lb.	.27	.29
Fennel, U. S. P., tins	lb.	1.00	1.10
Geranium, African, cans	lb.	4.30	4.70
Bourbon, tins	lb.	4.40	4.80
Hemlock, tins	lb.	.90	.95
Lavender, U. S. P., tins	lb.	1.85	3.50
Spike, Spanish, cans	lb.	.55	.75
Lemon, Ital., U. S. P.		.95	1.25
Lemongrass, native, cans	lb.	.44	.45
Linaloe, Mex., cases	lb.	1.50	1.60
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.20	1.30
Orange, Sweet, W. Ind., tins	lb.	1.30	1.40
Italian cop.	lb	1.55	2.00
Distilled	lb.	.70	.75
Origanum, cans, tech.	lb.	.25	.40
Patchouli	lb.	3.75	5.50
Pennyroyal, dom.	lb.	1.55	1.60
Imported	lb.	1.10	1.15
Peppermint, nat. cases	lb	1.60	1.70
Redis., U. S. P., cases	lb	1.75	1.90
Petit Grain, S. A., tins	lb	1.00	1.10
Pine Needle, Siberian	lb.	.60	.63
Rose, Natural	oz.	7.00	15.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.36	.40
Tech., lb. tins	lb.	.30	.31
Sandalwood, E. Ind., U. S. P.	lb.	6.50	7.50
Sassafras, U. S. P.	lb.	1.00	1.20
Artificial	lb.	.27	.29
Spearmint, U. S. P.	lb.	1.00	1.05
Thyme, red, U. S. P.	lb.	.50	.65
White, U. S. P.	lb.	.85	.90
Vetivert, Bourbon	lb.	4.50	5.00
Java	lb.	16.00	20.00
Ylang Ylang, Bourbon	lb.	5.15	6.50

Aromatic Chemicals

Acetophenone, C. P.	lb.	$2.00	$3.00
Amyl Cinnamic Aldehyde	lb.	3.50	4.25
Anethol	lb.	1.20	1.40
Benzaldehyde, tech.	lb.	.60	.65
U. S. P.	lb.	1.20	1.35
Benzyl, Acetate	lb	.60	.95
Alcohol	lb.	.80	1.30
Citral	lb.	2.10	2.40
Citronellal	lb.	1.75	2.50
Citronellol	lb.	2.50	3.50
Citronellyl Acetate	lb.	4.50	7.00
Coumarin	lb.	3.60	4.00
Cymene, drums	gal.	.90	1.25
Diphenyl oxide	lb.	1.10	1.20
Eucalyptol, U. S. P.	lb.	.60	.70
Eugenol, U. S. P.	lb.	3.00	4.00
Geraniol, Domestic	lb.	1.45	2.00
Imported	lb.	2.00	3.25
Geranyl Acetate	lb.	2.50	4.00
Heliotropin, dom.	lb.	2.00	2.50
Imported	lb.	2.50	4.00
Hydroxycitronellal	lb.	3.50	9.00
Indol, C. P.	oz.	2.50	5.00
Ionone	lb.	4.00	6.50
Iso-Eugenol	lb.	4.00	5.00
Linalool	lb.	1.95	3.25
Linalyl Acetate	lb.	2.40	3.15
Menthol	lb.	3.35	3.50
Methyl Acetophenone	lb.	2.50	3.00
Anthranilate	lb.	2.20	2.60
Paracresol	lb.	4.50	6.00
Salicylate, U. S. P.	lb.	.40	.45
Musk Ambrette	lb.	6.75	7.25
Ketone	lb.	6.00	7.50
Moskene	lb.	5.40	5.90
Xylene	lb.	2.75	3.00
Phenylacetaldehyde	lb.	4.75	7.25
Phenylacetic Acid, 1 lb., bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.25	4.50
Rhodinol	lb.	6.00	9.50
Safrol	lb.	.29	.31
Terpineol, C. P., 1,000 lb. drs.	lb.	.28	.30
Cans	lb.	.33	.34
Terpinyl Acetate, 25 lb. cans	lb.	.80	.95
Thymol, U. S. P.	lb.	1.50	1.75
Vanillin, U. S. P.	lb.	4.50	5.75
Yara Yara	lb.	1.60	3.00
Insect powder, bbls.	lb.	.20	.21
Concentrated Extract	gal.	1.50	1.70
Gums—			
Arabic, Amb. Sts.	lb.	.06	.06½
White, powdered	lb.	.10	.11
Karaya, powdered No. 1	lb.	.09½	.10
Tragacanth, Aleppo, No. 1	lb.	.80	.85
Sorts	lb.	.08	.10
Waxes—			
Bayberry, bgs.	lb.	.16	.18
Bees, white	lb.	.30	.38
African, bgs.	lb.	.14½	.15
Refined, yel.	lb.	.20	.30
Candelilla, bgs.	lb.	.11	.12
Carnauba, No. 1	lb.	.21	.23
No. 2, Yel.	lb.	.20	.22
No. 3, Chalky	lb.	.11¼	.11¾
Japan, cases	lb.	.07	.07½
Paraffin, ref. 125-130	lb.	.03⅜	.04⅛

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Oil and Fat Consumption

(*From Page* 21)

PALM oil is in a position next behind linseed oil, from the standpoint of consumption volume for vegetable oils. The Bureau of the Census statement revealed that in 1929, ninety per cent of the 198,017,000 pounds of palm oil reported as factory consumption was destined to the soap kettle. Two years subsequently, 235,585,000 pounds went to soapers. This was a gain of 37,568,000 pounds or almost 20 per cent,—a larger increase than registered for any other vegetable oil on the list with two exceptions, soya bean and sesame. Of the reported consumption for 1931, 73 per cent or 17 per cent less than in 1929 became a soap ingredient. The tin plate industry resorted to 8 per cent, or 15,512,000 pounds of the total in 1929; last year, its reported requirements were 10,828,000 pounds, a decline of about one-third, and a considerably lower percentage, actually under 5 per cent. This leaves but two per cent in 1929 taken in nearly equal amounts by the manufacturers of lard substitutes and oleomargarine. Last year such consumption amounted to 37,880,000 pounds, or over 16 per cent, and therefore, a definite gain of 14 per cent. Foots reported consumed last year totalled 13,125,000 pounds, or over 5 per cent, which, presumably, entered into soap manufacture, and in that event would increase the percentage of the latter industry to 78 per cent. We are wholly on an import basis with respect to this oil. The Tariff Act of 1930 continued this oil on the free list, but placed a duty on palm kernel oil, if not denatured.

Palm kernel oil factory consumption was reported to the Bureau of the Census in 1929 as 56,598,000 pounds. Eighty per cent of this oil, or 44,532,000 pounds became a soap fat. Outside of a couple of hundred thousand pounds, the remainder, 11,824,000 pounds, or 20 per cent, went to the confectionery and fancy biscuit manufacturers. The statement for last year discloses quite a different situation with regard to the distribution of this oil for soapers shared to the extent of approximately 52 per cent in contrast with 80 per cent two years before. Consumption last year in "other edible products," i. e., by fancy biscuit and confectionery manufacturers, was more than doubled, being almost 42 per cent of the total. "Foots" are given as 3,144,000 pounds in last year's statement, which is equivalent to nearly 6 per cent, thus increasing the soap industry's consumption to this extent. Total factory consumption last year fell behind 1929 about 2½ million pounds, or roughly 5 per cent.

(*To be concluded next month*)

—o—

Imports of castile soap into United States during May, 1932, totaled 95,614 lbs., worth $7,815, as compared with 169,714 lbs., valued at $17,408, during the same month of last year. Imports of toilet soap in May, 1932, were 118,242 lbs., worth $24,014, as against 110,572 lbs., priced at $32,370, during May, 1931.

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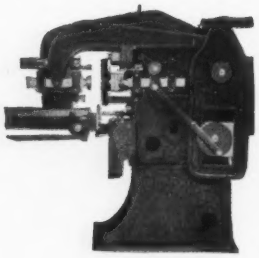

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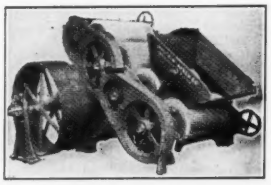

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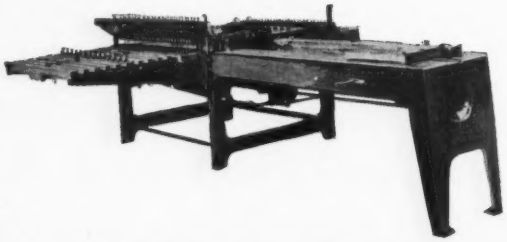

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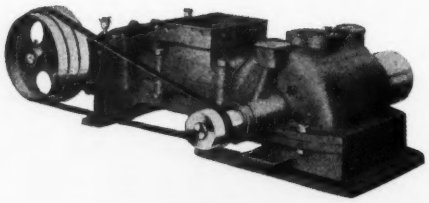

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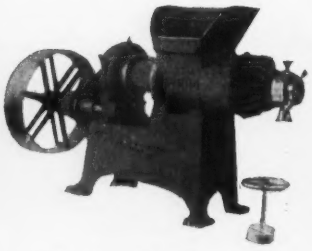

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PRODUCTION SECTION

A section of SOAP devoted to the technology of oils, fats, and soaps published prior to Jan. 1, 1932, as a separate magazine under the title, *Oil & Fat Industries*.

Liquid Filling—

A Discussion of the Equipment Problem with Special Reference to Filling Foaming Liquids Such as Liquid Soaps, Shampoos, and Hair Dressings

By E. E. FINCH

Karl Kiëfer Machine Co.

IN the packaging of a liquid product there are presented many problems that are not observable to the casual, or even the fairly well-informed individual who may be directly connected with the industry. Certain problems are presented by the nature of the product, or the product coupled with the nature of the container, that to a person even fairly well informed, leaves much to be desired. Recently a man with several years of experience in handling liquid products had presented to him the problem of handling three different articles in a very small bottle, with an opening one-fourth of an inch in diameter. One of the products was an ether solution; another was a soap solution; the third, a light liquid. The individual to whom this problem was presented, had some years of experience and felt that an ordinary filling machine that could be used for anyone of numerous thin products, could handle this particular job. The manufacturer of the products was satisfied, in his own mind, that one ordinary filling machine would be entirely satisfactory.

The problem is not a simple one but a most difficult one. The plain ordinary liquid could be filled, but the ether solution could not be handled, because using the ordinary double stem resulted in the ether clogging the overflow. The foamy or soap solution could not be handled in the ordinary machine, due to the fact that it foamed so badly that an excessive amount of foamy liquid was left in the bottle. A special machine had to be made for the ether solution, a special type of machine for the foamy liquid, and a standard machine for the light liquid. This particular instance is mentioned solely for the purpose of emphasizing the fact that a particular type of product frequently requires particular type of equipment and method of handling.

We wish to discuss particularly the handling of liquid soaps, shampoos, and hair dressings, and the handling of products such as disinfectants, cleaning fluids and insecticides. To the casual reader, perhaps it may appear that all of these would come under the same heading or classification for handling purposes. Such however, is not the case. A liquid soap is one particular problem, a shampoo is another, a hair dressing a third. However, due to their similarity, these first three articles may be well classed under one heading.

Disinfectant is different from a liquid soap; a cleaning fluid cannot compare with a shampoo, and an insecticide has practically no similarity to a hair dressing. However, the last three articles are very similar in their action in the process of filling and, therefore, can be grouped or classed under one heading from the point of filling equipment.

Liquid soaps and shampoos, of course, have a great similarity in the question of filling. The preponderant problem is that of foaming and how to take care of the foaming. Hair dressings may or may not have an ingredient that would develop foam. Therefore, we will first consider only the liquid soaps and shampoos. In

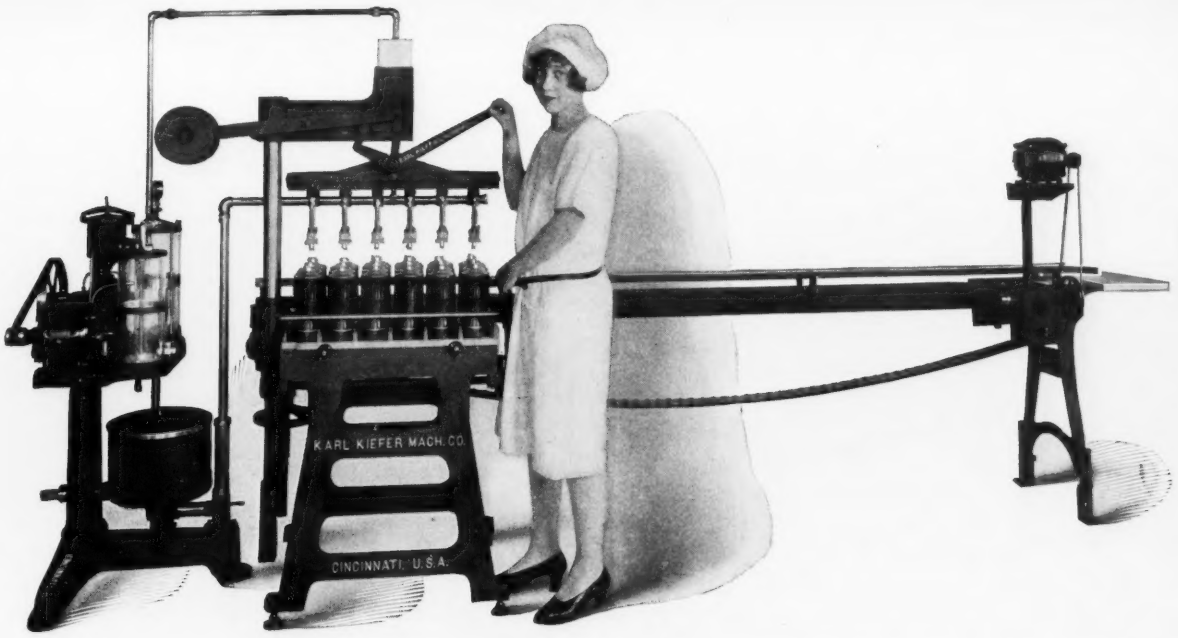
On the left is shown the hand type vacuum filling equipment in operation. On the right hand page, the semi-automatic vacuum filling equipment with direct discharge upon a conveyor is shown.

these products, we find some that foam a great deal more than others but all of them, or let us say the one that foams the least, present a problem in rapid, accurate filling. All manufacturers of these products cannot avail themselves of automatic machinery and, therefore, we must consider the manufacturer who only turns out 10 gross a day, the one who produces 50 gross per day and the large plant in which a production of 100 gross or more per day is normal.

In order to fill the product, obviously the method to use is one that will permit filling of the bottle accurately and free from foam. To accomplish this necessitates a filling unit that will take care of the foam that is developed in the process of filling. This foam must not be left in the bottle; it must be drawn off and must be taken care of. In frequent tests and in many plants it has been found advisable to use the vacuum method for filling. This is obviously the most desirable, for the reason that it insures, first, an accurate fill; second, eliminates the filling of cracked, chipped, broken, or imperfect bottles; third, will operate with but very little vacuum, just sufficient to fill bottles at the speed desired, and thus introduce the product into the bottle with the least amount of disturbance. The bottles may be filled with one inch, two inches, or even three inches of vacuum. We do not believe that over two and a half to three inches is necessary under any operating conditions. One inch of vacuum is equal to one foot fall or one-half pound of pressure. Thus, using the minimum amount of vacuum necessary to produce the capacity desired in the filling unit used, insures filling without any unnecessary foaming of the product. The shampoo, or liquid soap, or perhaps hair dressing, flows into the bottle with very little effort or disturbance. When the liquid reaches the desired height in the bottle, the excess liquid and any foam that has been developed is drawn off through the overflow tube in the vacuum stem.

NOW then, comes the problem of taking care of this excess, which is very largely foam. In simple hand filling units, it can be done by using one or more overflow jars of five gallon capacity, which may be an ordinary five gallon bottle. The filling unit has a device that drops into the mouth of these five gallon bottles, and it is possible to produce a vacuum in the bottle in a very simple manner, and the overflow goes into that bottle. When it is filled with foam, the attachment is simply lifted out of that bottle and dropped into another, and in a few hours the foam has liquefied and can be dumped back into the supply tank.

Where larger filling units are used, it is advisable to use a special type of vacuum pump, through which the product may pass, and this overflow, in the first place, is broken up very largely by the use of this special type of vacuum pump and the overflow is discharged into a large collection tank. By large, we mean anywhere from 100 to 300 gallon capacity, depending upon the size of filling machine that is being operated. While the foam builds up in that tank, yet in relation to its size in accordance with the number of bottles being filled per minute and the amount of overflow developed, the foam breaks down gradually and constantly, so that at no time does this tank become overfilled, or perhaps overcharged is the better word, with foam. There is a constant dissipation of the foam, so that at the end of the day, after constant running of the filling unit, the total amount of overflow of liquid and foam only amounts to relatively a



few gallons of liquid, and the next morning all of the foam will have returned to a liquid and may be drawn off from this overflow tank.

The type of machine used, of course, may be any one of many. We are showing the hand vacuum unit and the overflow jar is only a one gallon jar. This may be any type of a jar from one to five gallon. Five gallon carboys will work very well and in handling foamy products they are especially desirable. In one plant, they have a half a dozen of these five gallon carboys when filling shampoo and as soon as one is filled with foam, the connection is simply lifted out of that jar and placed in another. At the end of the run, they may have three to six five gallon jars filled with foam. They are allowed to stand for a few hours, the foam dissipates and the small amount of liquid is then collected for the next run.

For larger production on shampoos, liquid soaps, or hair dressings which foam, we show another illustration of the unit with the direct vacuum pump. This eliminates the use of any sort of a supply tank or receptacle for catching the product in front of the pump. In this case, the product goes through the vacuum pump directly into the 100 to 300 gallon container as previously described.

When it comes to disinfectants, cleaning fluids and insecticides that are all of a similar nature, the foaming of these products is not of serious consequence, for the foam, if any, is of an entirely different texture. It breaks up and disappears almost immediately and there is no such problem as is presented in products as described above. In the handling of these products, any one of many different sizes or types of machines may be used. Customer's production requirements should be the guiding line to the manufacturer as to the type and size of machine he would recommend. The hand vacuum unit, as previously described, for limited production. A larger machine for 40 to 75 gross per day, or according to products or operating conditions, may be used. For large production, the various sizes of automatic rotary vacuum filling machines, either 8, 12, 16, 18, or 24 tube machines are very desirable in their economy of operation and their speed of operation.

THE filling of light and easy flowing liquids from the aspects of mechanical filling may be considered as different in the handling as that of handling a liquid product and a dry product. To the average individual, even though he may be in daily contact with various types of products, there appears but little difference between the filling of a foaming or a non-foaming product. It may occur to him that foam in a product is a problem but nevertheless it is one that could be easily overcome. As we have seen from the foregoing, a foamy product must be handled in a specific manner, while other light liquids may be handled on the same machine but preferably by a simpler and more efficient type of machine.

A number of years ago a manufacturer wished to install automatic equipment to fill a product into a can. His previous experience had been on semi-automatic equipment which presented no particular problem. In the preliminary investigation, it seemed advisable to handle the product on a vacuum filling machine, as while it was known there would be some foaming of the product, it was not considered a serious thing. When tests were made in the machine shop, it was found that the product not only foamed badly but that the foam was of a tenacious, tough nature and required much longer to dissipate than originally believed. This necessitated the building of an entirely different type of filling machine for the product and the container than was originally anticipated. It meant the handling of each can individually and at a high speed, but the foam feature was entirely eliminated and after over twelve

(*Turn to Page* 99)

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Scouring Powders

Their Composition and Manufacture—Types of Abrasives—Addition of Solvents —Perfumes—European Practice

THE manufacture of scouring powders appears to be a very simple matter at first glance. However, a more careful examination of the required properties of the finished powders and of the rather diversified methods and formulae that may be adopted for their preparations, soon proves that the problem is not as simple as it first appeared. There is a great difference between a real scouring powder and an ordinary abrasive cleansing powder. It is true that both are or may be used for about the same purpose, but their actions differ basically. The scouring powder is not as harsh in its action as the more crude product, for the latter is usually manufactured from coarse grained abrasive, sometimes without the addition of soap. The action of the scouring powder is mild and a composite one. The scouring powder contains not only a suitable grade of silica* but also soap and soda.

Little has been published on this subject in the trade and technical literature. However, certain comments have been made recently on technical practice in scouring powder manufacture in Switzerland. According to Porrentruy, writing recently in *Der Chemische-technische Fabrikant*, 1932, one of the essential points that have to be borne in mind in the manufacture of good grades of scouring powders is the selection of raw materials. In the first place, he says, the grade of silica or quartz flour used must be the finest obtainable. Only an extremely finely powdered abrasive is suitable for making soap powders. The abrasive must be light in color. When a small amount of the abrasive is rubbed between the fingers, no sharp edges must be felt. A minimum of 99 per cent of the abrasive must pass through a 120 mesh sieve. Chemical analysis must show a content of 99 to 99.5 per cent of SiO_2 in the case of silica, and the impurities, that is iron oxide and alumina, must therefore not amount to any more than 0.3 to 0.5 per cent. The loss on ignition must not be any more than 0.2 to 0.4 per cent. The greatest care must be taken in making a proper selection of the silica to be incorporated into a scouring powder, because the properties of the finished powder will depend largely on those of the abrasive used.

The soap is best incorporated with the feldspar or silica in the form of a finished washing powder. The advantage here is that a single mixing of the washing powder with the abrasive will give the finished scouring powder. Then again, the sodium bicarbonate and the soda ash, which is added in the compounding of the washing powder, will not be present in a so-to-speak free state in the scouring powder but surrounded or covered by the soap. This has the advantage in making the action of the finished powder particularly mild. The quality of the finished scouring powder will naturally depend on the grade of washing powder used just as in the case of the abrasive. A proper grade of washing powder for this purpose must contain from forty to forty-five per cent fatty acids and from twenty to thirty per cent of sodium bicarbonate. Besides a suitable solvent, soda, and sometimes perfume, no other substances are ordinarily added. Washing powders, which contain sodium silicate, and particularly sodium perborate or other perborate, are unsuited for this purpose.

THE washing powder is made by saponifying bleached palm oil, palm kernel oil and tallow. It is also possible to use soap stock refuse and by-products from soap, oleomargarin and bone fat manufacture. Brown soap and soap paste may be worked into the fatty charge to the extent of fifty per cent at a maximum.† The soap is mixed with sodium bicarbonate and soda in a separate kettle, which may be heated with steam and which is provided with an agitator. The soap is filled into the kettle in layers at a temperature of 80 to 85 degrees C. The sodium bicarbonate in powder form and the soda in hot water solution are filled in between the separate layers of soap. The mass is heated with steam while being constantly agitated. The mass must not be boiled, for then the sodium bicarbonate will be decomposed into carbonate. Agitation is necessary for the addition of the bicarbonate to the soap mass brings about a marked reduction in temperature with a corresponding thickening of the mass.

The washing powder is ground only after four to six days storage. It is well to grind the washing powder as finely as possible inasmuch as it must later be admixed with the very finely ground silica or feldspar. Suitable proportions in making the washing powder are 55 to 65 per cent of soap, with a fatty acid content of 60 to 64 per cent, ten to twenty-five per cent of sodium bicarbonate, five to twenty-five per cent of soda ash and three to twenty per cent of water.

(*Powdered feldspar is chief abrasive used in U. S. although silica is also used.—Ed.)

(†American practice calls for cheap fatty acids and soap stocks as the soap base.—Ed.)

THE manufacture of the scouring powder from this stage on, that is when a suitably finely ground washing powder and an extremely fine ground quartz flour are available, is simple. All that is required is to mix the two ingredients together as intimately as possible. Mixing drums are used for this purpose or continuous operating mixing equipment. The mixing requires but little time and the mixed powder can be immediately filled into packages. Good mixing proportions are sixty to eighty per cent of abrasive and forty to twenty per cent of washing powder. This scouring powder is suitable for all cleansing operations in the household and kitchen. Even delicate objects, such as glass, mirrors and the like can be safely cleaned with this powder, when the rag, which is dipped into the powder, is well moistened with water.

Certain scouring powders have been examined in the laboratory and the following results have been obtained. In the first case the content of fatty acid anhydride was 9.63 per cent, combined alkali 0.81 per cent as Na_2O, free alkali 4.82 per cent as Na_2O, silica 73.58 per cent, water 10.66 per cent and impurities, that is iron oxide and alumina, 0.50 per cent. The probable composition of the scouring powder is calculated from this analysis to have been 75 per cent of silica, seventeen per cent of soap (63 per cent fatty acid content), five per cent soda ash and three per cent of water.

The analysis of another powder gave a fatty acid content of 9.23 per cent, soap (63 per cent fatty acid content), 13.85 per cent, 77.55 per cent SiO_2, free alkali 6.97 per cent Na_2O, and impurities and moisture 1.63 per cent. The probable composition in this case was 78 per cent silica, fourteen per cent of soap (63 per cent fatty acid content), seven per cent of soda ash and one per cent of water.

A third powder analyzed 89.65 per cent of silica, 3.92 per cent of ammonium carbonate, 2.10 per cent of sodium carbonate, 3.53 per cent of water, 0.39 per cent of fatty acid anhydride and 0.41 per cent of impurities. The probable composition of the scouring powder was ninety per cent silica, four per cent ammonium carbonate, 2.5 per cent of soda ash, half a per cent of soap powder (eighty per cent fatty acid content) and three per cent of water. In spite of the fact that ammonium carbonate had been worked into this scouring powder, nevertheless the product has a considerably lower cleansing effect than the previously discussed preparations.

The composition of a fourth product was 49.42 per cent of calcium carbonate, 21.58 per cent of calcium silicate, 16.41 per cent of fatty acid anhydride, 2.14 per cent of combined alkali as Na_2O, 7.12 per cent of sodium carbonate, 2.35 per cent of ammonium carbonate, 0.81 per cent of moisture and 0.17 per cent of impurities. The probable composition of this powder is seventy per cent ground limestone, twenty per cent of soap powder (eighty per cent fatty acid content), seven per cent of soda ash and three per cent of ammonium carbonate. In spite of the high soap content of this scouring powder, the product does not show the expected high cleansing action. This is assigned to the fact that ground limestone is unsuitable as a scouring agent. Ammonium carbonate is used for compounding certain special types of metal cleansers and polishers, but it should not be incorporated in a scouring powder intended for general household use.

A fifth composition examined showed a content of 74.35 per cent of silica, 8.79 per cent of fatty acids, 0.71 per cent of combined alkali as Na_2O, 6.92 per cent of free alkali as Na_2CO_3, 8.51 per cent of water and 0.72 per cent of impurities, including iron oxide and alumina. The apparent composition of the product is 75 per cent silica, fourteen per cent of soap (63 per cent fatty acid content), seven per cent of soda ash and four per cent of water.

THESE analytical results show readily which compositions are best suited for compounding as scouring powders. The scouring powder can be materially increased when a solvent soap is used in the place of ordinary soap in compounding these preparations. It is important to select only such solvents in making these powders, so that neither the hands nor the articles cleaned, such as metal, are injured by them. The solvents must be as far as possible odorless and tasteless. They must have a high specific gravity, a high flash point and a high boiling point. They must require considerable time for complete evaporation and they must also be soluble in water. Ethylene glycol fills these requirements. This solvent is only one of several that can be used for the same purpose, but it is the slowest to evaporate of all these solvents and also has the highest specific gravity. It does not volatilize from the finished product, which is an important advantage. In order that the ethylene glycol should not injure the physical condition of the powder by causing the formation of lumps, it is added in a proportion not exceeding four per cent directly to the liquid soap along with the soda solution and the sodium bicarbonate.

A formula for making a scouring powder, containing ethylene glycol, is as follows: Fine silica is used in a proportion of 78 per cent and the finished washing powder in a proportion of 22 per cent. The latter is composed of 65 per cent of soap (64 per cent fatty acid content), twenty per cent of sodium bicarbonate, four per cent of ethylene glycol, 5.5 per cent of water and 5.5 per cent of soda ash. The silica and the washing powder are mixed together in the usual manner and the product is then ready for packing.

SCOURING powders are generally not perfumed. However, it has been felt that the incorporation of a suitable perfume in the scouring powders would give it a certain sales distinctiveness which helps in merchandising efforts. The odor is never added in quantity scarcely more than sufficient to hide the odor of the soap or ammonia. Various compositions of perfumes

(*Turn to Page* 65)

ON PRODUCTS AND PROCESSES

Powdered aluminum has been recommended for use in making floating soaps. The various defects in air-blown floating soaps are said to be eliminated by the new process. The aluminum powder is used in very small amount, about 0.02% on the weight of the curd soap. The aluminum is used alone or in emulsified form with other ingredients. Aluminum bronze, magnesium, zinc dust and activated metallic powders may be used in place of aluminum. Dr. Karl Jungmann, Czechoslovakia. German Patent No. 549,155.

—o—

Soaps are made from 378 parts of castor oil sulfonic acid or sulfonated castor oil with 149 parts of triethanolamine or a mixture of di- and triethanolamine. The process may also be carried out in such a manner that the carboxyl groups are also probably saponified. These soaps are used in the preparation of antiseptic soaps. Swiss Patent No. 150,624.

—o—

In the determination of the titer of acids of low freezing point, for example oleic acid, the temperature rise at the freezing point is clearly defined if the tube containing the sample is fixed in an air jacket in an outer vessel. This vessel contains ammonium nitrate-chilled water which is maintained at a temperature four degrees below the temperature of the sample. C Stiepel. *Chemische Umschau,* 1932, volume 39, pages 49 to 50.

—o—

Toilet soaps are perfumed by admixture with a perfume composition, which has itself first been mixed with a liquid soap containing sulfonated fatty acids, or sulfonated naphthenic acids or similar organic compounds. This mass is worked into the dried soap base. Antioxidants may be added to the sulfonated soap as required. N. V. Vereenigde Fabrieken van Stearin, Kaarsen en Chem. Prod. British Patent No. 366,870.

—o—

Idometric determination of the acid number of fats and oils is carried out by a new method whose essential details are as follows:—two to five grams of the fat or oil (about 0.2 gram of fatty acid) are dissolved to a clear solution with fifty cubic centimeters of isopropyl alcohol in a 250 cc round-bottomed flask with moderate heating. Then there are added 25 cc of potassium iodide-iodate solution (equal parts of a ten per cent potassium iodide solution and of a five per cent potassium iodate solution), as well as the same proportion of a tenth normal solution of sodium thiosulfate. About 0.3 to 0.5 gram of solid potassium iodide is also added when the acids are strongly unsaturated. After shaking well, the mass is left for two and one half hours on the water bath at 55 to 60 degrees C. After cooling, 25 cc of tenth normal iodine solution are added and the excess iodine is titrated back with tenth normal sodium thiosulfate solution. Shortly before the end of the titration, 100 cc of distilled water and 5 cc. of starch solution are added. H. P. Kaufmann and F. Grandel. *Allgemeine Fett und Oel Zeitung,* volume 28, 148.

—o—

Hydrogenation of such oils as whale oil, codliver oil and palm oil, under very high pressure at low temperature (maximum 60 degrees C) takes place very differently from hydrogenation under high temperatures and atmospheric pressure. The high pressure-low temperature process leads to the direct formation of saturated acids, while in the higher temperature-low pressure process, at least in its early stages, oleic acid and homologous acids are formed. H. I. Waterman and J. A. van Dijk. *Chimie et Industrie,* Special No. 1932, 582-4.

—o—

Shaving soap, giving a rich lather, is obtained from dry ammonia soap, preferably ammonium stearate. The ammonia soap is mixed with a greater amount, not however more than four times, of a solid alkali soap in the presence of so small an amount of water that the mass is solid. Liberation of ammonia and the formation of a rich lather occur on mixing with water. V. Scheffer, British Patent No. 370,670.

—o—

A highly useful detergent composition is prepared from 2,500 kilograms of a soft soap made in the usual manner and worked up into a viscous paste with the addition of 10,000 kilograms of screened calcium carbonate. Then the mixture is admixed with 5,000 kilograms of a potassium-sodium carbonate solution (32 to 47 degrees Bé). The product is a soft paste. French Patent No. 702,365.

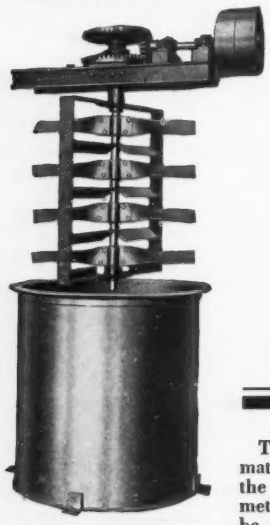
—o—

Useful washing agents, protective colloids and detergents are obtained by the sulfurizing poly-halogenated fatty acids to obtain sulfur-containing compounds and oxidizing the latter to convert them into compounds of a disulfide character. These products are soluble in alkalies but insoluble in acids. The sulfur-containing groups in the fatty acids may also be converted into —HSO_3 groups. I. G. Farbenindustrie A. G., Frankfurt-am-Main, Germany. German Patent No. 545,693.

—o—

The crude fatty acids, which are obtained by the oxidation of hydrocarbon waxes, etc., with nitrogen oxides, are heated to 150 to 300 degrees C in the presence of

MODERN EFFICIENT MIXERS FOR WET AND DRY SOAP PRODUCTS



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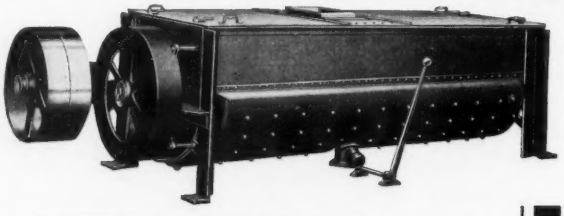

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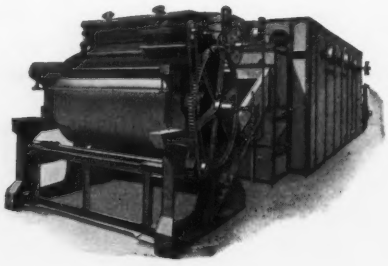

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non-oxidizing inorganic acids, for example 6-normal sulfuric acid or 6-normal phosphoric acid, and 2-normal hydrochloric acid. The process may also be carried out in an autoclave with an excess of inorganic alkalies stronger than ammonia, for example sodium hydroxide, calcium hydroxide. The quantity of the alkali is calculated on the saponification value of the fatty acids being treated. The volatile nitrogen compounds are blown off and the fatty acids separated from the acid liquors or acidified soap solutions. I. G. Farbenindustrie A. G. British Patent No. 364,574.

—o—

A shaving soap is made with the addition of approximately five to ten per cent of a non-toxic ester of para-aminobenzoic acid or phthalic acid. Mixtures of these esters with paste, liquid or cream shaving soap are prepared. The ethyl, methyl, propyl or butyl esters of the aforementioned acids may be used. A. C. J. Parent. British Patent No. 354,056.

—o—

An inert organic diluent, which is preferably a fat solvent, such as kerosene, is used in the saponification of fats with anhydrous alkali or by the Twitchell method. The diluent is of the type that does not dissolve glycerin. It may be distilled off with the glycerin during the saponification. V. R. Kokatnur. United States Patent No. 1,813,454.

—o—

Soap and glycerin are made by a continuous process in which a mixture of molecular proportions of fat and lye is passed in a rapidly moving stream through a narrow externally heated tube at a temperature of 250 to 300 degrees C and a pressure of 800 to 2000 pounds per square inch. The saponified mass is then discharged into a low pressure vessel, for example at ten to twenty millimeters pressure, in which the soap collects as a dry powder. The water escapes as vapor carrying with it all or some of the glycerin, according to the conditions of pressure and temperature selected for the discharge. J. B. E. Johnson. British Patent No. 367,513.

—o—

A study of the value of analytical results from the standpoint of technical soap manufacture showed that the loss of lower fatty acids in the salting-out stage is small and reduces the saponification value of the fatty acids of the settled soap only to two to three units below that of the original fatty acids of the stock. The value 260 to 265 is more accurate for the average saponification value of coconut oil fatty acids, and should be used (instead of 250) in the Wizoeff formula for calculating the proportion of these fats in a soap. The average saponification value of 200 for tallow fatty acids is confirmed. Coconut oil fatty acids should be isolated in the form of potash soaps. W. Kristen. *Chemische Umschau*, 1932, volume 39, 52-55.

—o—

The fatty acids that are obtained from marine products and that have been completely freed of impurities coagulatable by means of concentrated sulfuric acid, are dissolved in the usual manner in a solvent. Then the solution is treated with a small amount of concentrated sulfuric acid, not exceeding five per cent, at a temperature of 15 to 20 degrees C. Thereafter, the acids are bleached by means of a silicate-containing bleaching earth. Arne Goda, Oslo, Norway. German Patent No. 520,475.

—o—

A growing use for glycerin is for the treatment of dried fruit. Thus raisins are prepared by applying superficially a film which consists of glycerin free from excess moisture. This method has also been applied to the treatment of dates. United States Patents Nos. 1,853,151 and 1,853,152.

—o—

Scouring Powders

(*From Page* 62)

have been worked out for this purpose and half a part by weight of them is added per hundred parts by weight of soap inclusive of soda which is equivalent to approximately six hundred parts by weight of the finished scouring powder. The perfume mixture is generally added to the liquid soap.

One of these mixtures calls for the use of 450 parts by weight of terpinyl isobutyrate, 225 parts of citronellal for soap, 62 parts of oil of thyme, and 27 parts of methylnaphthyl ketone as main ingredients. Another recommended composition contains citronellal, synthetic jasmine, rhodinol for soap, geranium, patchouli and other oils. A third composition contains terpinyl isobutyrate, acetanisole, jasmine S, lavender spike oil, and lesser parts of others. The first perfume composition has an eau-de-cologne-like odor, the second composition has more of a rose type odor and the third a decidedly fresh odor.

IN the manufacture of scouring powders, which are intended for certain specific purpose, as for example cleaning dirty hands, cleaning metal or as polishes, the silica may be replaced by pulverized pumice, kieselguhr, brick dust, chalk, calcined magnesia and the like. Special cleansing effects are also secured from these scouring powders by the incorporation of special substances, such as stearin and other solid fatty acids, olein or other liquid fats, paraffin, and oils, waxes, trisodium phosphate, perborates, ammonium carbonate, borax, hexalin, methylhexalin or other solvents. A good soap powder must be used as a base in making these compositions.

An example of a scouring powder for the hands is as follows. Silica is used in the proportion of sixty per cent, soap powder in the proportion of 32 per cent and trisodium phosphate in the proportion of eight per cent. The soap powder is composed of 65 per cent soap (fatty acid content 63 per cent), twenty per cent of sodium bicarbonate, 5.5 per cent of soda ash, 5.5 per cent of water, three per cent of methylhexalin and half a per cent of perfume composition.

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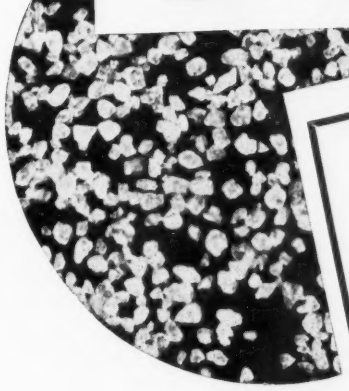

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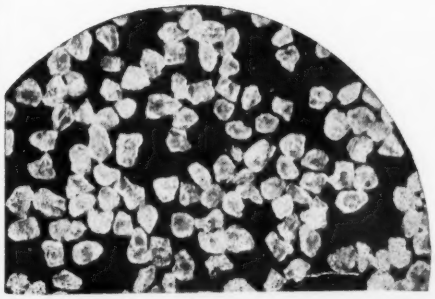

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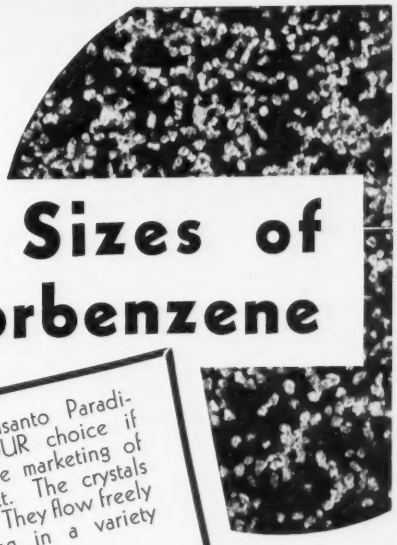

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Announcing A NEW FACT

STORED FLOWERS LOSE FROM 30% TO 40% OF KILLING POWER IN YEAR

THE RESULT: 1—Lower Killing Power, or 2—Higher Cost

THE FACTS★:

Effect of Storage on Pyrethrin Content of Ground Pyrethrum Flowers

	PYRETHRINS % (Moisture Free Basis)						Total loss
Days in storage	0	30	60	90	182	365	in pyrethrin content %
ONE POUND CONTAINERS							
1. Open metal trays...	1.17	1.03	1.03	0.94	0.88	0.66	43.6
2. Unlined burlap bags	1.17	1.05	1.00	.97	.88	.71	39.3
3. Vacuum coffee cans.	1.16	....	....	....	....	.72	37.9
4. Friction top tin cans	1.17	1.01	1.02	1.01	.89	.78	33.3
COMMERCIAL PACKAGES							
5. Fiber drum.....	1.17	....	....	....	....	.72	38.4
6. Slack barrel.....	1.18	....	....	....	....	.78	33.3
7. Unlined burlap bags	1.16	....	....	....	....	.79	32.5
8. Metal drum.....	1.17	....	....	....	....	.82	30.0

EVEN VACUUM-SEALED CANS will not prevent a progressive loss of pyrethrin content when flowers are stored. After only six months they have lost around 25% of their killing power; after a year well over 30%. Whole flowers also lose strength. Translate this loss into dollars and cents. These losses cost money.

IF you are "brewing" your own pyrethrum extract—Either your product is not standardized, or, if it is standardized, it is costing you more money than you need to pay.

This may be hard to believe... but it's easy to prove. Here's the answer. According to exhaustive tests by C. B. Gnadinger and C. S. Corl it was found that pyrethrum flowers lose their pyrethrin content when stored. When stored for a year this loss may be as great as 40%. When stored for six months it is around 25%.

Pyrethrum flowers are harvested in May, June and July in the countries which produce them commercially. Shipments do not begin to arrive in this country until early fall. Most insecticides are made from January to

★ *FOR FURTHER FACTS read the article from which these figures are taken. It appears in the August issue of "Industrial and Engineering Chemistry", pg. 901, and is entitled, "Effect of Storage on Pyrethrum Flowers." Authors are C. B. Gnadinger and C. S. Corl of McLaughlin Gormley King Co.*

ABOUT PYRETHRUM

June when the flowers are at least six months old. Right now, for example, you must use flowers that have been in storage for a year or more and that have lost at least 30% of their original pyrethrin content. Consequently, your spray varies in killing power.

This fact is most important to the man who thinks he saves money by making his own extract. It reveals for the first time the *hidden* cost of pyrethrin loss. It means that if you want a spray of unvarying killing power, and therefore of unvarying pyrethrin content, you must use a greater number of pounds of flowers to the gallon when flowers are old to make up for this loss. Without paying the extra cost of these extra flowers you cannot hope to have a truly standardized product.

But there is a more reliable way of getting a standardized insecticide—a method that requires no expensive equipment and that frees you from the cost and trouble of assaying each batch of flowers before it goes into the percolators.

Pyrocide No. 20 Costs Less

Use Pyrocide No. 20—the only truly standardized extract of pyrethrum flowers. Many manufacturers have found that it actually costs them less to use Pyrocide No. 20 than to do their own percolating. This saving is important to you.

Pyrocide No. 20 not only saves money, but it gives you a far better insecticide than home-made extracts. Why? Because its killing power never varies.

There's a good reason why we can produce a standardized extract better than anyone else. We maintain our own exclusive testing laboratory in Japan which enables us to select on the ground the pyrethrum flowers of the highest pyrethrin content. This saves us money and we pass the saving on to you. After shipment, the flowers are again assayed in our Pyrocide No. 20 plant before going into the percolators, and the finished volume is adjusted at exactly 2.15 grams per 100 cc.

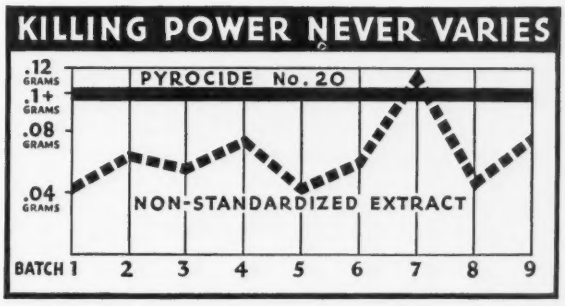
Fall Contracts

Don't make them until you get in touch with us. We can show you how to save money on next year's purchase.

If you wish to check up on the extract you're using, do it *now* before the new crops of flowers makes it a good product.

Remember to watch the color of extracts you buy. Pyrocide No. 20 makes a yellow insecticide when diluted. This is the true color of direct extraction.

Pyrocide No. 20 comes in drums of 5, 10, 15, 30 and 53 gallons. It is shipped from warehouses in New York, Los Angeles, Minneapolis and many foreign cities. We also supply pyrethrum flowers of known pyrethrin content in whole, ground or powdered form.



Heavy line shows how the high killing power of insecticides made from Pyrocide No. 20 is *always* the same. Dotted line shows what happens when you use a pyrethrum concentrate which is *not* standardized. With Pyrocide you can stabilize every batch, while a non-standardized base may cause variations in killing power as great as 300%.

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of the pyrethrum type, pleasantly scented. Quickly kills practically every type of crawling, flying and hopping insect. Light lemon color. Especially effective when used in the form of a spray.

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Orange Flower No. 11	3.00	Lilac No. 1	3.50
Orange Flower No. 12	2.00	Lilac No. 2	3.00
Cedar No. 11	2.00	Lilac No. 3	2.50
Cedar No. 12	1.00	Lilac No. 4	1.10
Jasmin No. 11	2.50	Lilacine No. 11	1.10
Jasmin No. 12	1.50	Vanilla Bouquet for Spray	3.00
Lavender No. 135	1.00	Bouquet No. 118	1.50
New Mown Hay No. 11	3.75	Bouquet No. 11	3.00
New Mown Hay No. 12	1.50	Bouquet No. 12	2.00
New Mown Hay No. 13	2.00	Spray Odor No. 195	4.80
Oriental	1.50	Spray Odor No. 353	4.50
Narcissus	2.25	Spray Odor No. 457	3.75
Violet No. 11	3.00	Spray Odor No. 276	3.00
Violet No. 12	1.75	Spray Odor No. 259	2.00
Mint No. 11	1.50	Spray Odor No. 11	5.50
Mint No. 12	1.00	Spray Odor No. 12	5.00
Honeysuckle No. 11	3.25	Spray Odor D. No. 5	5.25
Honeysuckle No. 12	3.00	Spray Odor No. 23	4.50
Rose No. 11	2.25	Tuberose	4.25

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Rose	Jasmin	Peppermint
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INSECTICIDE AND DISINFECTANT SECTION

A Department of SOAP

SOAP is official publication of *The National Assn. of Insecticide and Disinfectant Manufacturers.*

No Tax on Non-Lubricants

PETROLEUM oils which fall in the general lubricating range, but which are not used for lubricating purposes, are free from tax under the new revenue law, according to a decision of the Treasury Department. This is a sensible decision and, we believe, in keeping with the intent of the law makers. Unquestionably, Congress had no intention to place a tax of thirty-five or forty per cent on any petroleum product. Nevertheless, the prompt action of the National Association of Insecticide & Disinfectant Manufacturers in protesting to Washington, and in urging the Petroleum Institute to bring pressure to bear there, undoubtedly had its effect. The protest, backed up by a personal appearance of the Secretary of the Association before the head of the Internal Revenue Bureau at Washington, was followed by the issuance of the decision. It is a very concrete example of the value of a live association to its industry.

—o—

As a means to assist legitimate business to obtain needed credit from banks, to increase bank deposits, and to help generally in opening up credit channels and stimulating business, several of the leading chemical manufacturers have adopted a broader use of trade acceptances. They plan for a further extension in their use. The substantial and conservative character of the people behind the plan most certainly recommends its wider adoption.

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Compulsory Disinfecting

THAT many uses of disinfectants should be made compulsory has been pointed out to us as a step which would give certain added protection against disease infection and at the same time, expand the use of disinfectants. While there are certain requirements of the Department of Agriculture on disinfection, there are unquestionably dozens of other uses for disinfectants which are equally important but which do not have the force of law behind them today. Changes in state and municipal disinfection requirements in the home, factory, school, and in state, county, and city institutions have been suggested as a health protective measure. So long as such disinfection, of which there are a dozen types regularly needed, is not required by law, it will not be carried out. Carelessness and lack of sanitation can best be combated by compulsion.

No doubt exists but that the need of the disinfectant manufacturer today is to broaden his market away from present competitive channels. Granted that it would be a long road to approach the objective from the legislative angle, but might it not be one worthy of discussion? There is no doubt that more extensive compulsory disinfection would be a boon to every manufacturer. Is it within the realm of possibility?

National Assn. of Insecticide *and* Disinfectant Manufacturers

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Active—Open to manufacturers and wholesale distributors of disinfectants, germicides, deodorants, insecticides, liquid soaps, polishes, and allied products. Dues—$75.00 per year.

Associate—Open to firms supplying raw materials, containers, equipment, etc., to the membership. Dues—$50.00 per year.

For further details, communicate with

NATIONAL ASSOCIATION OF INSECTICIDE & DISINFECTANT MANUFACTURERS
Harry W. Cole, Secretary
HOLBROOK MASS.

Notes of the Trade

Mr. and Mrs. S. Barksdale Penick, Jr., announce the birth of a son, S. Barksdale Penick, 3rd. Mr. Penick is associated with his father, S. Barksdale Penick, in S. B. Penick & Co., New York.

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Sinclair Refining Co. has prepared an interesting booklet entitled "All About the Fly Farm" which is mailed to listeners-in on the Sinclair radio program. It gives full and interesting details on raising flies for insecticide testing, and so emphasizes the importance of proper testing.

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McCormick & Co., Baltimore, has installed a dental clinic for use of its office and factory employees.

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Dominion Tar & Chemical Co., Ltd., Montreal, Canada, recently passed the 6½% dividend on its preferred stock, this action being made necessary by declining sales and prices.

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George F. Willis, founder and first head of Zonite Products Co., died at his home in Atlanta, July 20. After introducing "Zonite" antiseptic to the consuming trade and making it internationally known in the short space of two years, Mr. Willis sold out to the present owners and entered the real estate business.

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York Chemical Co., 30 Irving Place, New York, has recently been organized to take over the insecticide and disinfectant business of Klein's Exterminating Products, formerly at 336 East 86th Street.

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Kretol Co., Washington, liquid soaps, disinfectants, insecticides, polishes, etc., has taken new quarters at 933 M Street, N. W.

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George M. Armor, vice-president of McCormick & Co., Baltimore, left July 18 on a three weeks' trip to the Pacific coast. In San Francisco he made his headquarters with John A. Sparkman, western sales manager, and in Los Angeles called on the trade with H. L. Kreuger, McCormick representative in that territory.

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Armiger Chemical Company, Chicago, manufacturers of polishes announce the development of a paint and varnish protector. The new product is a water-soluble powder to be mixed with water prior to application with a brush or cloth. According to information from the manufacturer, this product gives a higher gloss to a glossy surface and is invisible on dull surfaces. The protector acts as a seal on the original finish keeping out dirt and making cleaning easier. The product is designed to reduce maintenance expense.

The Insecticide Act—1910 to 1932

A Brief History of the 21 Years Under the Act, and the Whys and Wherefores of its Enforcement by

DR. C. C. MCDONNELL

Chief, Insecticide Control

Food and Drug Administration

AGITATION pointing out the desirability and necessity of a federal law covering insecticides and fungicides was first started by the Association of Economic Entomologists at its meeting in Chicago, December 27, 1907. At this meeting, a resolution was passed authorizing the committee on insecticides to make inquiry of the United States Department of Agriculture whether or not the Food and Drugs Act passed by Congress the year before could be interpreted to include insecticides and fungicides. On being advised by the legal officers of the Department that the Food and Drugs Act could not be construed to cover insecticides and fungicides, this committee requested the Department to draft a proposed law, which the Department did. This bill was introduced in the 60th Congress in April, 1908. Public hearings were held and the bill received the endorsement of practically all of the organizations of fruit growers in the country, numerous state experiment stations and boards of agriculture, granges, farmers clubs, etc., and of most of the leading manufacturers of insecticides and fungicides. In fact, the passage of the law was expedited through the liberal contributions of manufacturers to the expenses of the committee of the Association of Economic Entomologists in charge of the bill. The bill passed both houses of Congress in its final form in April, 1910, and was signed by the President on April 26, 1910,—just two years after its first introduction into the Congress.

This Act is designed to prevent the manufacture, sale, and transportation in interstate commerce, of adulterated or misbranded insecticides and fungicides (including disinfectants and to prevent the importation into the United States or exportation from the United States of such adulterated or misbranded articles. It affords the same protection to the purchaser of insecticides and fungicides that the Food and Drugs Act does to the purchaser of food and drugs. While it is primarily a measure for the protection of the public, it has also been of great benefit to the honest manufacturer. There has been no act of Congress that more nearly affects every individual of the nation. All food producing crops, the great cotton and tobacco crops, all animals (including man), the food we eat, the clothes we wear and the homes we live in are subject to attack or infestation by destructive insects, fungous diseases and bacterial infection.

Insects inhabited the earth millions of years before man and *are gaining* in their fight for its possession. The eminent Dr. Wm. J. Mayo has said "The fight between man and insect parasites is a battle to the death for food because insects, protozoa and bacteria have essentially the same food necessity." It is impossible to estimate the loss in money caused by destructive insects since the loss of a part of the crop may enhance the money value of the remainder, but Dr. L. O. Howard has stated that the ravages of insects affecting agriculture alone in the United States are so great as to nullify the labor of 1,000,000 men annually and that "only the ingenuity of man can prevent the supremacy of the insect." The losses due to plant diseases are comparable with those due to insects. The average annual farm value of the fruit and vegetable production in the United States is about $1,500,000,000, practically all of which must be protected by insecticides and fungicides. One-fifth of the total lumber cut is lost due to fungi that cause decay, and wood boring insects add one per cent annually to the depreciation of wooden buildings in this country, according to estimates made by the insect pest survey of the Department of Agriculture.

The fight against these pests becomes more and more important as the population increases and better sanitation and larger food supply become necessary. As a general rule, the more intensified agriculture becomes and the more closely grouped are the hosts of a parasite, the more vulnerable they are to attack. With modern means of transportation, insects and infectious diseases of plants and animals are practically universally distributed.

IN early times the visitations of insects and the destruction of plants and crops through disease were generally ascribed by the people to the wrath of their gods, upon whom they called for deliverance, but frequent mention is made to the use of insecticides in ancient writings. Pliny mentions the use of ashes, salt, arsenic and other compounds on plants to prevent worms. Marco Polo, writing at the end of the 13th Century, refers to "a fountain from which oil springs in great abundance . . . The oil is . . . good to burn and is also used to anoint camels that have the mange."

Some of the things recommended look very foolish now but others, in more or less modified form, are still used. Crude oil is used on animals today for the control of mites causing certain forms of mange. While plagues and scourges among man and other animals, and famine due to the loss of crops, are frequently mentioned in early writings, their causes were not understood, and the use of fungicides and disinfectants is a much more recent practice. Our knowledge of the use of disinfectants may be said to date from the time of Lister about 1860 and the intelligent and practical use of fungicides dates from the accidental discovery, also in France, in 1882 of the action of a mixture of copper sulfate and lime, now known as "Bordeaux Mixture," in controlling downy mildew in grape vineyards.

THE study of insects and their control was first taken up by the federal government in 1854 when its first entomologist was appointed. It was not until 1896, however, that any attention was given by it to the chemistry of insecticides. The manufacture of insecticides and fungicides in this country began to assume commercial importance only about 30 or 35 years ago and at the time of the passage of the insecticide act, the industry was in a chaotic condition. A large proportion of the material on the market was adulterated or misbranded. Much of it was too weak to be efficient, or poorly prepared and frequently injurious to the plants it was supposed to protect. Reports of serious damage to fruits and crops were frequent. During the hearing on the bill before Congress, one instance was cited where an orchard of 30,000 peach trees was practically destroyed as a result of the use of a commercial insecticide recommended for use on this fruit. Few manufacturers attempted to exercise any strict chemical control over their products, or to procure the advice of experts in making claims for them. In addition to the faulty preparations put out through carelessness and ignorance, advantage was taken of the absence of regulating laws and many fake or fraudulent preparations were put on the market. Many of them were weak, inefficient and injurious to plants. Pyrethrum powder was practically always adulterated and frequently contained dangerous added poisons.

The passage of this law marked the beginning of a great change in the insecticide and fungicide industry. It is now rare that adulterated pyrethrum is found, and its use has increased more than 600 per cent since the passage of the insecticide act. There is little resemblance between the representations made on the labels of insecticides, fungicides and disinfectants then and the claims on the labels of these products today. The industry has had a phenomenal growth. Few realize the enormous effort expended in the fight against insect pests and fungous and bacterial disease of plants and animals. For the control of insects attacking plants alone, there is used in the United States annually more than one-half pound of arsenical insecticides for every inhabitant. The rapid increase in the use of insecticides and fungicides has been due to a number of causes:—the development of more scientific and efficient methods of application of insecticides and fungicides; those engaged in agriculture have become more conscious of the value of insecticides and fungicides as a means of minimizing crop losses; and in no small measures to the effect that federal law has had in protecting the honest manufacturer against the illegitimate practices of the dishonest and ignorant manufacturer and in instilling confidence on the part of the consumer in the products that he finds on the market. While today an occasional fraudulent preparation is encountered and many new preparations bear exaggerated claims due to over-enthusiasm on the part of the manufacturer or to a lack of thorough tests with them to determine their limitations before placing them on the market, it is rare to find the extensively used agricultural insecticides and fungicides that are not in conformity with the standards required for such products. The progressive manufacturer has turned to the chemist, the entomologist, the plant pathologist and the bacteriologist for advice and assistance. A close chemical check is maintained on raw materials and manufacturing processes and their claims are based on practical tests and advice of experts.

Unfortunately, however, there always exists a class whose aim appears to be the accumulation of profits without any regard to the value delivered, or to the damage and losses which may result from the use of their products, and the need for legal action to prevent such defrauding of the people will always be necessary.

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Exports of liquid household insecticides from the United States during May, 1932, totaled 244,463 lbs., worth $81,760, an additional amount of powdered and paste products, totaling 67,785 lbs., worth $20,018, also being exported. In May, 1931, total exports of both groups amounted to 1,231,876 lbs., valued at $366,452.

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A manufacturer of a polishing liquid containing no wax has signed an agreement with the U. S. Federal Trade Commission, in which it pledges itself to discontinue use of the word "wax" in its advertising matter and in its firm and trade names.

—o—

Magnus, Mabee & Reynard, Inc., New York, has issued its August catalog and price list, covering essential oils, balsams, aromatics, etc.

The Storage and Handling of Cyanide Fumigants

By Dr. Edward Bocker

FUMIGATION has come to play such an important part in vermin extermination in cities, both large and small, that it is receiving increased attention both from the standpoint of safeguarding adequately the fumigation operation itself, and also in connection with the storage and handling of various materials used for fumigating purposes. The Board of Health of the City of New York spent many months studying the subject of fumigation, particularly with reference to the safeguards which are necessary in conducting fumigation work. The result of this study is the fumigating ordinance now in effect. The broad, basic principle underlying this ordinance is simplicity itself. First, fumigation is of utmost importance in helping to maintain and guard public health. Therefore, restrictions as to its use are permissible. Second, any work involving insect or rodent extermination may also involve the use of poisonous materials and, therefore, adequate precautions must be taken so that such work may be surrounded with safeguards to protect public health.

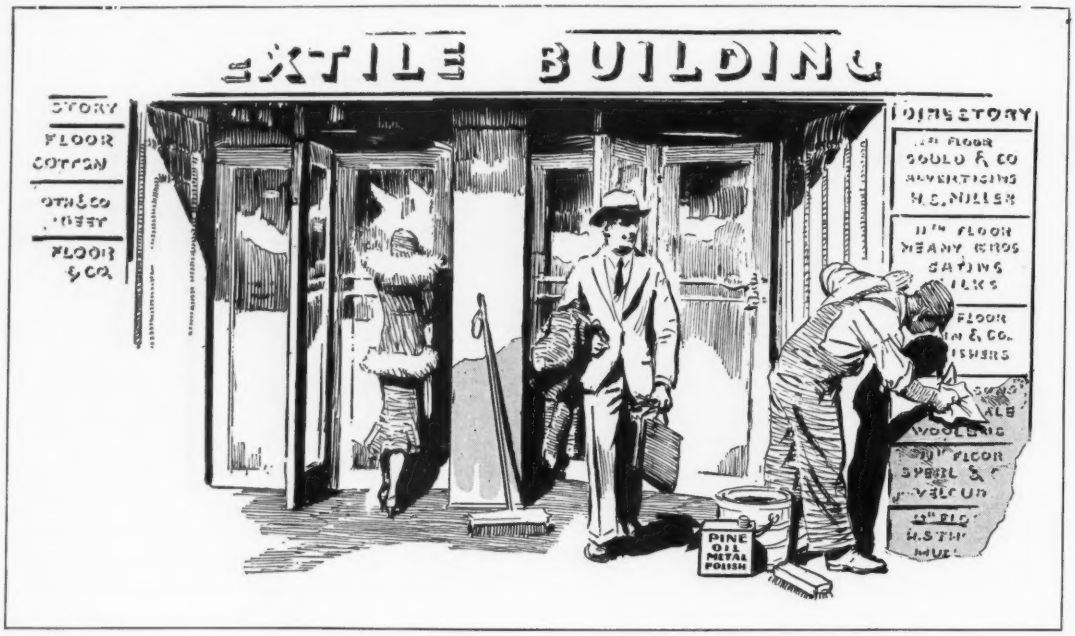
The experience of the City of New York in this field has indicated that one of the fundamental principles underlying a satisfactory ordinance is that both so-called extermination and fumigation must be covered by the same ordinance if a satisfactory result is to be obtained. This principle was followed in drawing up the New York restrictions with the result that the ordinance regulates the work of both fumigators and exterminators.

One of the most common mistakes made in preparing ordinances covering activities of this kind is to limit the rules and regulations as to the products covered. Too often, regulations are drawn up and passed hurriedly as a result of some accident which has occurred and sufficient thought is not given to the subject to enable an ordinance to be drawn which is sufficiently broad to give adequate protection to the public. Many ordinances restrict only the use of cyanides in fumigation. There are probably many other materials used in fumigation and extermination work which are even more dangerous than cyanides. They may not be as toxic, gram for gram, but they are more dangerous because they are insidious. In some instances, such poisons are cumulative in effect and the victim never knows he is getting too much until it is too late. A material which is popularly supposed not to be toxic which in actual fact possesses toxic qualities, will not be used with the same precautions as a material which is known to be toxic. There is also the problem of new materials which are continually coming on the market. An ordinance must be sufficiently broad to include entirely new chemicals which from time to time are discovered and introduced into fumigation and extermination work.

Dr. Bocker is chief of the Division of Drug Inspection of the Department of Health of New York City. He was the author of the amendment to the health code recently adopted which regulates the practice of fumigation, extermination, and the use and sale of fumigants and exterminating products in New York. His latest study has been in the field of health hazards involved in the commercial storage and handling of fumigants, particularly cyanide products. We are glad of the opportunity to publish his views and suggestions on the safe handling and storage of these materials.—The Editors

Inasmuch as both extermination and fumigation involve the use of poisonous materials, and in view of the fact that their use comes under such an ordinance as described above, the subject of storage and handling of the products involved, immediately arises and is being given serious consideration by the Department of Health at this time. In some instances it may be advisable to surround the storage and handling of poisonous materials with definite regulations. There is also a necessity for cooperation between the Department of Health and the Fire Department inasmuch as some of the materials used in regular extermination and fumigation practice also have a fire hazard.

The Department of Health expects from time to time to release studies of various products, and types of products, together with recommendations, and in some instances regulations, regarding the storage and handling of different groups of materials. The first of these has just made available and deals with the storage and handling of various cyanide products which are ordinarily found in cities. The following is a complete copy of this first study.



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CYANIDE products ordinarily found in cities may be divided into two general classifications: 1—Solid, non-volatile materials. 2—Volatile cyanide compounds. Both classes of products are violent stomach poisons if taken internally but probably no more so than hundreds of other materials found in drug stores and elsewhere. This particular form of hazard will not be discussed in this memorandum.

1—SOLID, NON-VOLATILE CYANIDE PRODUCTS—This classification would include such materials as sodium cyanide, potassium cyanide, calcium cyanide, case hardening compounds, electro plating chemicals, and certain proprietary mixtures such as silver polishes and self-plating solutions. None of these materials constitute a fire hazard. They do not burn and are non-explosive. There would be no fire hazard connected with the storage of such products.

Public Health Hazard—The products mentioned above in this classification are all stomach poisons as previously mentioned. However, none of these materials generate hydrocyanic acid unless treated with some acid such as sulfuric acid, hydrochloric acid, acetic acid, etc. The only precaution which would need to be taken in the storage of such products would be to see that they are not stored in close proximity to any liquid acid.

Use of Sodium Cyanide in Fumigation—Sodium Cyanide is extensively used for fumigation purposes by the so-called pot method. In generating hydrocyanic acid by this method, sulfuric acid and water are mixed and placed in crocks or barrels and the solid sodium cyanide dropped into these containers when the fumigation takes place. As is well known, the mixing of sulfuric acid and water generates considerable heat. The reaction between sodium cyanide and sulfuric acid also generates heat. Therefore, if the sodium cyanide is added to the sulfuric acid-water mixture when it is hot, the amount of heat generated may be very large and there have been cases reported where fire resulted. While cases of fire from this source may be few and far between, nevertheless it would seem to be a fair statement that this method of generation of hydrocyanic acid for fumigation purposes constitues more of a hazard than the more modern methods.

From a public safety standpoint the pot method of generation of hydrocyanic acid is probably the most dangerous inasmuch as it is necessary for the operator to drop the cyanide into the pots and thus subject himself to the rush of gas which is thereby evolved.

Calcium Cyanide—The trade name of Cyanogas used for calcuim cyanide is perhaps deceptive in that the material is not a gas. It is a finely powdered solid, resembling ground slate. This material does not constitute a fire hazard since it is non-combustible and non-explosive. As a matter of fact, it is manufactured in electric furnaces at extremely high temperatures.

Unlike sodium or potassium cyanides, it will generate hydrocyanic acid on exposure to moisture contained in the air. The rate of evolution is slow. It is not considered to be dangerous from a public health standpoint because, first, it is stored in double sealed, tin containers, effectively preventing any generation of hydrocyanic acid. These containers also have been approved by the Interstate Commerce Commission and thoroughly tested by the Bureau of Explosives, and are approved for interstate shipment over all ordinary common carriers. Second, if a fire should occur in a building in which this material was stored, there would be no tendency of the containers to rupture inasmuch as the material is not explosive.

However, in case the containers were broken open by some mechanical means or accident, the generation of gas would be slow. If a fire existed in the building any gas generated would be destroyed by the flames. Furthermore, the hydrocyanic acid gas evolved is readily and exceedingly soluble in water so that any gas generated would be dissolved and the atmosphere rendered harmless by water discharged from a fire hose. It is interesting to know that this effect is so marked that it is impossible to use calcium cyanide for greenhouse fumigation, for which many thousands of pounds are used annually, if there is any water standing on the walks or the floor of the greenhouse. The gas is absorbed by the water, making it impossible to fumigate.

Volatile Cyanide Products—The only common volatile cyanide product normally encountered outside of laboratories is hydrocyanic acid gas. This is sold commercially for fumigation purposes in two forms, first, absorbed in inert material such as thin paper discs, or diatomaceous earth. The trade names of this type of product are Zyklon Discoids and Zyklon B. Second, liquid hydrocyanic acid, sold in steel cylinders.

Zyklon-Discoids—Zyklon B—These products have been described above. They are packed and shipped in specially made tins which have been tested by the Bureau of Explosives and approved for interstate shipment by the Interstate Commerce Commission. Specifications for such containers are very rigid. They are guaranteed to stand a pressure of 40 lbs. per square inch. On an actual test, they have stood pressures of 100 lbs. per square inch. The pressure normally developed within the containers varies with the temperature but amounts to only five pounds at 95° F. These are packed at a maximum of 60 lbs. per case. The tins are of two sizes, one containing 16 oz. and one containing 40 oz. These products are not offered for general sale and are only found in the hands of commercial, licensed fumigators and companies operating fumigating chambers all of which come under the fumigating regulations of the Department of Health.

The hazards involved in the storage of these products would be judged to be small. In case a fire should break out in the building in which such products were stored, the cans would not explode inasmuch as the contained materials are not explosive. In case they were exposed to extremely high temperatures in a burning building the cans would rupture due to gradual increase of internal pressure. The gas released, however, would

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Violet No. 611	3.10
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be immediately destroyed by any open flame. The gas would also be removed from the air of such a building by water from a fire hose.

Since these materials are necessary to modern fumigation practice and their use is fully covered and restricted by the fumigating ordinance of the Department of Health, it is essential that their use not be seriously restricted. It would be reasonable to allow the storage of *up to four cases of material* at any one point.

Liquid Hydrocyanic Acid—This material is shipped in heavy steel cylinders tested by the Bureau of Explosives and approved by the Interstate Commerce Commission for interstate shipment. The cylinders are inspected by the Bureau of Explosives once a year. They are built to stand a maximum pressure of 1000 pounds per square inch, although the pressure developed in them at any normal temperature never exceeds ten or twelve pounds per square inch.

These cylinders are protected by a sleeve which extends beyond the valve discharging mechanism and the valve discharging mechanism is further protected by a steel cap which is screwed over it. It is of interest to know that before a cylinder is shipped a test paper is put under the steel cap and allowed to remain for two hours to detect any possible leakage. The test paper must show a blank before this cylinder is allowed to be shipped. These cylinders are not permitted to remain away from the factory for a period beyond 90 days from time of shipment.

In view of the necessity for use of this type of product in modern fumigation practice it, as has been stated before, is fully covered by the present fumigating ordinance of the Department of Health, and the storage of a reasonable number of cylinders should be permitted. It is suggested that up to *four cylinders* be allowed for storage at any one point.

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When cresol or its derivatives are dissolved in alcohol and gelatinized with sodium stearate, then a disinfectant is obtained which is odorless as well as effective. This method does not cause any chemical change in the cresol compound nor does it injure its bactericidal properties. An additional advantage of the product made in this manner is that it is solid and that the active ingredient is contained therein in suitable dilution. Thus for example, six parts by weight of stearic acid and five parts by weight of parachlorometacresol are dissolved in seventy parts by weight of alcohol. A solution of 0.87 part by weight of sodium hydroxide in ten parts by weight of alcohol is also made, the sodium hydroxide being of 98 per cent grade. The two solutions are mixed warm and filled into molds. On cooling, the mass solidifies to a transparent solid mass, which is soluble in water. *Der Chemische Technische Fabrikant*, 1932, page 436.

——o——

Dental creams exported from United States during May, 1932, totaled 144,017 lbs., valued at $109,349, as against 156,013 lbs., worth $159,287, in May, 1931.

Criticizes Insecticide Statement

A statement credited to Prof. J. J. Davis, head of the Department of Entomology at Purdue University, Lafayette, Ind., has been taken up and criticized by Harry W. Cole, secretary of the National Association of Insecticide & Disinfectant Manufacturers. The statement which brought forth the criticism was as follows:

"There are probably no insecticides on the market under trade names which are not already known by their chemical names as remedies for insects. The dealer can best afford to recommend standard chemical insecticides or trade-named insecticides of known chemical content. Unfortunately, among the thousands of insecticides on the market, not a few make misleading or untruthful statements about their efficiency against different insects. Therefore, in selling insecticides the dealer should understand the action and value of different chemicals and should sell the chemical insecticide itself or a trade-named insecticide which has a known chemical content or specifies the insecticide ingredients.

"An insecticide which specifies '100% active ingredients' is misleading. For example, most of the general household fly sprays include a light, highly refined oil, with pyrethrum extract as the major active ingredient. The oil itself is an insecticide when it comes in contact with an insect, but pyrethrum is the important killing agent in such insecticides. Thus, a statement on the container that the insecticide is 100% active is true, but without a certain percentage of the pyrethrum or other killing agent it is inefficient. The manufacturer should indicate the exact amount of the pyrethrum content. * * * Greater profits and better service will result if the dealer will sell insecticides under their chemical names or those trade-named materials which give an adequate analysis of the contents."

Mr. Cole's answer to this was as follows:

"We are not willing to subscribe to the Professor's intimation that the buyer of a trade-named insecticide is apt to be imposed upon unless the label of the product indicates the percentage of pyrethrum present. It is undeniably true that there are some poor insecticides on the market, but these are in the minority and as a rule are not widely exploited or used. It is manifestly unfair to look askance at all insecticides because some few of them may not measure up to the accepted standards. While pyrethrum has a powerful killing action, it has been demonstrated that a comparatively poor insecticide may have a large percentage of pyrethrum extract made from a poor lot of flowers. Conversely a highly efficient insecticide may contain a lesser amount of pyrethrum extracted from flowers high in pyrethrin content. Yet according to the Professor's apparent line of reasoning, the insecticide which contains the largest percentage of pyrethrum (irrespective of the quality of the extract) would be the one to buy. We cannot conceive of buyers of wholesale insecticides making their purchases according to the chemical name of the product. Picture, if you can, Mr. and Mrs. Consumer going into a drug store and asking for pyrethrum extracted with a mineral distillate, and expecting to get a superior product to one made by a reputable and skilled manufacturer. To us it seems that this is the very thing the Professor advocates."

——o——

Exports of household disinfectants, deodorants, germicides, etc., from United States during May, 1932, amounted to 162,091 lbs., worth $11,699, as compared with 257,239 lbs., worth $34,130, in the same month of 1931.

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A. M. Kahn, head of Consolidated Products Co., New York used machinery house, sailed for Europe on the *S. S. Bremen*, July 28. Mr. Kahn expects to return early in October.

——o——

Exports of caustic soda from United States during May, 1932, totaled 8,345,709 lbs., worth $303,961. Exports of soda ash were 2,590,001 lbs., worth $46,592.

FOR a cost of about 2 cents a gallon, these odors lend a lasting, pleasing and tenacious perfume to your insecticide sprays.

A complete and varied line of these fine perfume oils has been painstakingly developed by us in prices ranging from $1.50 to $3 per lb.

Samples on Request

FELTON CHEMICAL COMPANY

Executive Offices and Factory—599 JOHNSON AVE., BROOKLYN, N. Y.

Chicago, Ill., Office—1200 NORTH ASHLAND AVE.

Stocks Carried in the Following Cities:

LOS ANGELES, CAL.
WM. PAUER.
1131 N. Orange Grove Ave.

SAN FRANCISCO, CAL.
P. J. RICH,
1282 Folsom St.

CHICAGO, ILL.
M. HARTSTEIN,
1200 No. Ashland Ave.

NEW ORLEANS, LA.
ROBERT E. FELTON,
Balter Bldg., Rm. 407.

Say you saw it in SOAP!

Cattle Spray Oils Exempt From Tax

PETROLEUM oils of the light lubricating grades which are commonly used as the bases for cattle sprays, plant sprays, floor polishes, floor oils, sweeping compounds, and allied products, are held to be exempt from the four cents per gallon excise tax of the new revenue law when they are used for non-lubricating purposes. The decision followed the efforts of the Petroleum Institute and the National Association of Insecticide & Disinfectant Manufacturers Association to secure this exemption by the Treasury Department. Harry W. Cole of Baird & McGuire, secretary of the Association, and Dr. Alfred Weed of John Powell & Co. appeared before the Department of Internal Revenue in Washington in personal pleas for the exemption.

Treasury Decision No. 4339 through which the no-tax order was issued, stated:

Tax on Lubricating Oils—Section 601 (c) (1), Revenue Act of 1932. Article 11, Regulations 44, amended.

TREASURY DEPARTMENT
Office of Commissioner of Internal Revenue
Washington, D. C.

TO COLLECTORS OF INTERNAL REVENUE
and others concerned:

Article 11 of Regulations 44 is amended to read as follows:

ART. 11, Scope of tax.—The tax imposed under section 601 (c) (1) attaches to the sale by the manufacturer of lubricating oils. Lubricating oils imported into the United States are subject to a tax of 4 cents a gallon upon importation under section 601 (c) (4) but the importer's sale thereof is not taxed under section 601 (c) (1).

"Lubricating oils" are all oils sold as such and all oils sold or used for lubrication. A particular oil having both lubricating and non-lubricating uses is taxable unless (1) it is put into a channel of consumption or distribution for a use other than that of lubrication, under a name identifying it for such use, and (2) the manufacturer obtains from the purchaser a certificate to the effect that the oil will be used by the purchaser for a stated purpose other than that of lubrication or resold by him only to a person who in turn furnishes a similar certificate. A blanket certificate covering all orders between given dates (for a period not exceeding a month) may be accepted from the purchaser. Such certificates and proper records of invoices, orders, etc., relative to tax-free sales must be retained as provided in article 50. Where upon inspection it is discovered that a manufacturer's records with respect to any sale claimed to be tax free do not contain a proper certificate, with supporting invoice and such other evidence as may be necessary to establish the character of the sale, tax shall be payable by the manufacturer on such sale.

Examples of oils not subject to tax when sold (otherwise than as lubricating oil) for purposes other than lubrication, as prescribed in the preceding paragraph, are: Road oil, cordage oil, agricultural spray oil, cotton softener oil, ink oil, medicinal white oil, and oil used as a component material in the manufacture of non-taxable oils, paint, insecticides, soap stock, grease, etc.

The term "lubricating oils" does not include products of the type commonly known as grease. Oleaginous substances are classed as grease and not subject to the tax only if (1) of a worked consistency of less than 390 penetration units, or an unworked consistency of less than 360 penetration units, by the method of test of the American Society for Testing Materials D-217-27-T and (2) free from oil or comprising oil and a soap or a mixture of soaps or of soaps and other substances.

Effective August 16, 1932, no lubricating oil shall be sold tax free for further manufacture under section 620 to any person (other than a refiner of crude petroleum) unless the exemption certificate furnished pursuant to article 7 shows the registration number of the purchaser. Each manufacturer or producer of lubricating oils (other than a refiner of crude petroleum) will be granted a registration number upon application to the collector for the district in which is located his principal place of business (or, if he has no principal place of business in the United States, to the collector at Baltimore, Maryland). Such numbers shall be in a separate series, beginning with the number 1, for each district. Applications for registration numbers shall state the name and place or places of business of the applicant and the nature of the processes of manufacture or production in which he is engaged.

A person who merely blends taxable lubricating oils is not a manufacturer or producer, and such a blender may not purchase lubricating oils for blending tax-free under section 620 (see art. 7). A person who produces lubricating oils by a process of compounding involving more than the mere mixing of taxable oils, is a manufacturer or producer, and may be granted a registration number.

A person who produces lubricating oil by reclaiming used lubricating oil, irrespective of the process used and whether or not new lubricating oil is added thereto, is a manufacturer or producer, and the tax attaches to oil so produced when sold or used by him for lubrication.

DAVID BURNET,
Commissioner of Internal Revenue

Approved: July 16, 1932.
OGDEN L. MILLS,
Secretary of the Treasury.

COMMENTS on the decision made by Secretary Harry W. Cole in a bulletin to the membership of the National Association of Insecticide & Disinfectant Manufacturers Association, were in part as follows: "In order to understand fully this decision, we renew the suggestion that our members obtain a copy of Regulations 44 from their local Collector of Internal Revenue, as this latest ruling amends Article 11 of the Regulations.

You will find of particular interest the second paragraph of the ruling in that it indicates how you may purchase oils for non-lubricating use without the payment of the tax. You will furthermore note that to obtain such tax-free oil you must furnish the supplier with a certificate showing the use to which the oil is to be put.

Paragraph three gives examples of uses which may be made of lubricating oils, without the payment of the tax under the certificate plan. Please note that among these are agricultural spray oil and insecticide oil. It is our understanding that in this same category are oils used for the manufacture of polishes and floor oil.

Paragraph five provides that beginning August 16th, no tax-free oil shall be sold unless the exemption certificate shows the registration number of the purchaser.

HOPKINS' PYRETHRUM PRODUCTS

Standardized - Concentrated

KILL BIOLOGICALLY TESTED

We hope our present and prospective customers will not hesitate to call upon us for any information regarding our Pyrethrum Products. A qualified Entomologist is in charge of our Entomological Laboratory and all testing of Pyrethrum Products is carried on, under his personal supervision, by the Peet-Grady and Richardson methods.

Our Analytical Department, where the qualities of Hopkins' REDRATSQUIL, DERRIS PRODUCTS, and other insecticidal materials are scientifically determined, is in charge of our Chief Chemist.

These two Scientific Departments are at your disposal in any way you can be assisted.

J. L. HOPKINS & CO., Importers . . Millers . . Distributors
220 Broadway, New York

for 34 years

DISINFECTANTS

Makers of
Coal Tar Disinfectants
Stock Dips
Pine Oil Disinfectants
Insecticides
Polishes
Cleansers
Liquid Soaps
Spray Products
Roofing Cements

for the Wholesale and Jobbing Trades Only

Pine Oil Disinfectant, H. L.
Pure Hygienic Laboratory Pine Oil Disinfectant containing 70% steam distilled pine oil. Finest quality pine disinfectant.

Pine Disinfectant Comp.
Lower cost disinfectant compound containing 40% pure steam distilled pine oil as chief active ingredient.

Pine Odor Deodorant
Non-medicinal pine odor deodorant of low cost for use in chemical closets, livery stables, kennels, etc.

Coal Tar Dip, No. 1
Coal-tar disinfectant containing 20 to 25% phenols and having a phenol coefficient by H. L. Method of 4 to 6.

Coal Tar Dip, No. 2
Lower cost coal-tar disinfectant with a phenol coefficient by the H. L. Method of 2 to 3.

Insecticide Dips
Low cost disinfectants of creosote oil base. In two grades, having phenol coefficients of approximately 2 and of 1 by H. L.

Send for samples, prices, and details.

CHEMICAL SUPPLY COMPANY
2450 Canal Road **Cleveland, O.**
Established 1898

Say you saw it in SOAP!

It is assumed that the words "manufacturer or producer of lubricating oils" as used in this paragraph refer to the buyer of the oil who intends to use it in a non-taxable compound. The wording here seems to be somewhat ambiguous and needs clarifying. Probably an interpretative order will be issued later which will clear up this point. It is evident, however, that the intent of this section of the ruling is to require buyers of tax-free oil to obtain from local Collectors of Internal Revenue a registration number, so that after the date stated, the refiners will be obliged to confine their sales of tax-free oil to those who have secured proper registration.

The decision as a whole seems to be a very fair-minded interpretation of the intent of Congress in framing the revenue measure. If those of our members who are accustomed to purchase lubricating oils or oils which have lubricating value for the purpose of using such oils in the manufacture of a non-taxable compound, will get in touch with their local Collector of Internal Revenue, further information may be obtained as to how to procure a registration number, so that after August 16th such purchases may be made tax-free. If between now and the 16th of next month you should have occasion to purchase lubricating oils for non-lubricating purposes, your supplier will require of you a certificate of exemption in which you declare the use to be made of the oil. This certificate will be required before you may make tax-free purchases.

If there is any point concerning the application of the Manufacturers' Excise Tax to your own particular business that you do not fully understand, your local Collector of Internal Revenue will be glad to help you. If he is unable to give you the exact information you wish or there is any point upon which you wish a specific ruling which is not now covered in the regulations, write to your Secretary, and if he cannot satisfactorily answer you, he will refer the matter to Washington for decision.

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Publicity for Your New Products

Have you put any new sanitary products, detergents, or accessories on the market in the past month or two? If so and if the product in question is being sold to large buyers,—clubs, hotels, plants, institutions, schools, etc.—send complete information, with photos if possible, to INDUSTRIAL SANITATION, 136 Liberty St., New York. The first issue of this new paper will appear September 15. In every number, there will be a department devoted to "New Products and Accessories." Send information about your new product now. INDUSTRIAL SANITATION will tell 12,000 buyers about new products every month.

THE PUBLISHERS.

Yachting has long been the favorite sport of Leonard B. Schwarcz, president of Clifton Chemical Co., New York. The *Young Miss*, shown above, finished first in an early summer race of the American Yacht Club of Rye, N. Y., on Long Island Sound. Other notable victories have been first places in the first division handicap class of the Long Island Sound Racing Association in the years, 1926, 1928 and 1930. *Young Miss*, built by Herreschoff Mfg. Co., Bristol, R. I., the same concern which builds the America Cup defenders, is 46½ feet long. Her pilot is chairman of the race committee of Stuyvesant Yacht Club and also a member of City Island Yacht Club and United States Power Squadron.

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14th Chemical Show—Feb. 27 to Mar. 4

The Fourteenth Exposition of Chemical Industries will be held in New York during the week of February 27 to March 4, 1933, Grand Central Palance again being the scene of the exhibits. Already nearly two hundred companies have reserved exhibit space. The Exposition of Chemical Industries, which is held every two years, provides an opportunity, not available elsewhere in the world, for studying the latest designs in a vast array of interesting equipment, and for comparing competitive products side by side. Special groupings of exhibits are being made such as: general equipment; chemicals and chemical products; plastics, molded products, lacquers, etc.; laboratory equipment and supplies; instruments of precision; containers and packaging section and materials handling equipment; raw materials, natural resources and industrial opportunities; and educational instructional exhibits. The last exposition, which was held in 1931, was attended by 103,000 and more than 22,000 registered.

—o—

China imported 98,736 pounds of glycerin in the first quarter of 1932, as compared with no imports in the corresponding period of 1931.

VOGEL

A substantially constructed sprayer that will stand up under hard usage, priced at a remarkably low figure.

SPRAYERS

Regular hand type, also continuous. Sturdy, well designed. The greatest value for your money in sprayers.

CANS

Standard stock sizes for liquid insecticides and disinfectants. Plain or lithographed. A gross or a carload. The standard insecticide container.

Deodorizing Block Holders
Shaker Top Cans for Para

Plain stock types or specially lithographed

WILLIAM VOGEL & BROS., Inc.
37-47 South 9th St. **Brooklyn, N. Y.**

Barrett Standard CHEMICALS

for the SOAP and DISINFECTANT Industry

CRESYLIC ACIDS

CRESOLS

TAR ACID OILS

COAL-TAR SOLVENTS

Barrett Standard Chemicals are the result of more than 40 years of manufacturing experience. Constant improvement in methods has contributed to a reputation which is jealously guarded by the maintenance of exacting specifications. Before any Barrett Standard Chemical can be released for shipment it must pass rigid tests to assure its quality. It pays to standardize on Barrett Standard Chemicals.

The Barrett Company

40 Rector Street TRADE B MARK New York, N. Y.

Say you saw it in SOAP!

Issues Warning to Fumigators

The Department of Health of New York City issued a warning late in July to all persons engaged in the business of fumigating or exterminating that all those who have not secured licenses by Aug. 22 will be summarily dealt with by the Department. The notice states:

"This is to notify you that all persons, firms, or corporations, engaged in the business of fumigation or extermination in the City of New York, who have not procured licenses as required under Section 104 of the Sanitary Code, *on or before August* 22nd, 1932, shall be summarily dealt with. All employees engaged in the work of fumigation or extermination, by the holder of a license from this Department, must present themselves for examination *on or before August* 22nd, 1932; after this date, all employees not licensed can only be engaged license can be procured only at the *Office of the Sanitary* as apprentices. Application forms for each type of *Division*, 139 *Centre Street, Manhattan.*"

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Disinfectants, insecticides, and germicides are manufactured fairly extensively in India but almost wholly for the Indian trade, according to a U. S. Dept. of Commerce report. Though inferior in quality to the imported products, they satisfy the demand and, because of peculiar social and economic conditions, it is extremely difficult for foreign products to compete successfully with them. It is understood that the Burma-Shell Oil Storage and Distributing Co. of India is preparing to manufacture insecticides on a much larger scale than heretofore. Because of their nearness to the consuming areas and their intention to manufacture a higher grade product, it may become increasingly difficult for foreign manufacturers to compete.

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Winners at the second golf tournament of the Chemical Salesmen's Association, held at Braidburn Country Club, Madison, N. J., last month, included: low gross, C. S. Benjamin, 85, H. A. Brewer, 88, and Charles E. Kelley, 93; low net, F. F. Smith, 75, John Powell, 77, and C. O. Lind, 78.

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A new method has been worked out for determining the relative surface tension (capillarity) of essential oils and related substances. A new apparatus is used. The method was tested on various essential oils, such as pine needle oil, oleum pinus sylvestris and the like. The results are claimed to give important information relative to the quality of the oils. Arno Miller, *Journal fuer Praktische Chemie,* June, 1932, pages 158-166.

—o—

A detergent or shampoo is prepared by ionizing a neutralized sulfonated vegetable oil by electrolysis or by the action of a high tension and/or high frequency discharge. The treatment is continued until the pH of a one to ten aqueous solution is 7.5 to 8.0. Then the product is diluted with water, with or without the addition of one to three per cent of hydrogen peroxide. British Patent No. 363,653. E. V. Hayes-Gratze.

Penick Acquires McIlvaine Bros.

S. B. Penick & Co., crude drug manufacturers, New York, have purchased the assets of McIlvaine Bros., Inc., Philadelphia, the latter firm which was established in 1844 being one of the oldest in the drug line. Financial difficulties have been encountered over the past year due to changed business conditions. The trade has been notifid by S. B. Penick & Co. of its facilities for serving the clientele of McIlvaine Bros.

The latest move marks another step in the expansion program of S. B. Penick & Co., which up to this point has included acquisition of the crude drug businesses of Smith, Kline & French, Lehn & Fink, and P. E. Anderson & Co. S. B. Penick & Co. operates the largest mill in the world devoted exclusively to the milling of botanical products, this being located at Weehawken, N. J. Another branch is maintained at Asheville, N. C., and a collection depot is located at Roan Mountain, Tennessee. Other connections throughout the world enable the company to offer a complete service on botanical drugs, with special attention being given to insecticide items such as pyrethrum, derris, squill, etc.

—o—

Who Is a Manufacturer?

Under the new revenue law, considerable confusion exists as to exactly who is a manufacturer and what constitutes manufacture. The following bulletin from the National Association of Insecticide & Disinfectant Manufacturers, including a report from the Proprietary Association, throws light on the subject from the angle of private formula manufacture: "The Proprietary Association announces that it is in receipt of a letter signed by R. M. Estes, Deputy Commissioner of Internal Revenue in the Treasury Department, which relates to the question "Who is the manufacturer?" under the Revenue Act of 1932. The letter is dated July 6th and is in reply to a letter from The Proprietary Association dated June 15th. In his letter Mr. Estes says, and this may be regarded as authoritative:

> "You are advised that if 'A' manufactures goods for 'B' and the patent trademark, formula, or recipe are owned by 'B' and 'B' takes the entire output of the goods manufactured, then 'B' is the manufacturer and is liable for the tax.
>
> "Where 'A', a dealer or jobber, contracts with 'B' for the manufacture of a taxable article whereby 'A' furnishes 'B' all or a portion of the material to be used and pays 'B' for the labor plus a specified profit, 'A' is the manufacturer and liable for the tax."

This ruling The Proprietary Association points out, is important to those who are buying goods from private formula manufacturers or from manufacturing chemists. The ruling means that the person who purchases goods from private formula houses or from manufacturing chemists and in turn merchandises such goods to the public, is the manufacturer and is liable for the tax."

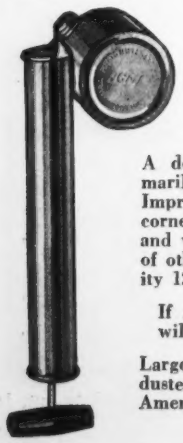
SUPER METAL ACME BILT WARE

—when Spraying Materials Require BETTER Sprayers

To the makers of spraying materials that require utmost accuracy of atomization, this Superbilt ACME Combination Sprayer is especially recommended. The important feature, a new Air Regulator, provides a wide range of accurate nozzle adjustments to accommodate any demand from a heavy spray to the finest fog. This

ACME Superbilt Combination Sprayer

—may provide the "lucky combination" which will insure your product greater popularity and a greater profit for you. Its uses are many. It is of superior adaptability for fly spray, floor oil, insecticides, etc. Very strongly made of heavy sheet steel, size 6¼ x 13, riveted and soldered. Capacty 1½ gallons.



ACME Insecticide Sprayer No. 370

A decidedly BETTER sprayer designed primarily for fly oils and household insecticides. Improved syphon tube permits spraying up into corners and on ceiling. Exceptionally effective and very popular. See catalog for description of other superior points. Size 1½ x 10, capacity 12 ounces.

If ACME hasn't the sprayer you want, we will make one to fill your needs.

Largest exclusive manufacturers of sprayers, dusters and hand corn and potato planters in America. Catalog and prices upon request.

Potato Implement Company

Traverse City **Michigan**

Presto Model 102 Spray Gun

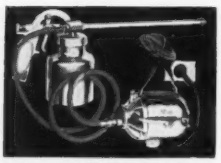
Let *Presto* Model 102 Electric Spray Gun

HELP SELL . . . . INSECTICIDES and DISINFECTANTS

CORRECT application of insecticides, disinfectants, deodorants, and moth proofing liquids is quite as important as an effective formula. Make it easy for users to get maximum effectiveness with your products by furnishing or recommending Presto units - the perfected lightweight, easy to use electric sprayers.

Thousands are in use in hospitals, institutions, hotels, poultry houses, greenhouses, stores, dairies, grain mills, for spraying disinfectants, insecticides, and similar products. Presto's speed, convenience, economy and proper atomization are necessary features for large and small users alike.

The new Presto Model 88-94 shoulder strap spraying outfit, with extension nozzle gun and rotary compressor is especially suited to spraying liquid insecticides and disinfectants, in industrial plants, institutions, dairies and for other large users. Presto Model 102 is the convenient general purpose unit for average use. Thousands are in service.



Presto Model 88-94 Shoulder Strap Electric Spraying Unit

Manufacturers and distributors who have tried out Presto units find that this service to users means a substantial increase in sales and profits. Find out how to use this sales stimulator. Get full information on the superior features of construction and operation that make Presto the leading lightweight sprayer units. Check the coupon and mail it now.

METAL SPECIALTIES MFG. CO.
3200 Carroll Ave. at Kedzie Ave.
Chicago, Illinois

Send full details of Presto Insecticide Spray Gun features and sales plan.

Name _____

Address _____

City _____ State _____

S-S-Gray

Tax On Soap Sales to Institutions?

In response to an inquiry from a member as to the taxability of liquid soaps sold to state, county and town institutions, the following reply has been made by Secretary Harry W. Cole of the National Association of Insecticide & Disinfectant Manufacturers in a bulletin which states:

"One of our members, a manufacturer of liquid soap, asks: 'Are sales of liquid soap by the manufacturer to state, county and town institutions, subject to the Manufacturers' Excise Tax applying to toilet preparations?'

"Our answer is this: The second paragraph of Article 17 of Regulations 46 relating to excise taxes on sales by the manufacturer (Federal Revenue Act of 1932), provides that 'The tax does not attach to sales of any articles to States or political subdivisions thereof to be used in the exercise of an essential governmental function, provided such sales are made direct by the manufacturer to a State or political subdivision thereof without any intervening sale to a dealer or distributor.'

"The office of the Collector of Internal Revenue at Boston is without any specific ruling on this point, but is of the opinion that sales of liquid soap when made direct to state, county and town institutions, such as court houses, jails, public schools, etc., are NOT subject to the tax, provided that such purchases are made on regular state, county or town order forms. We are seeking verification of this opinion from the Treasury Department at Washington.

"The same member asks: 'Are deodorizing fluids subject to the tax?' We take this to mean so-called theatre sprays and like fluids which are used for giving the indoor air a pleasant scent. The answer to this is that these sprays are *not* taxable. They do not come within the category of taxable articles intended to be used for toilet purposes."

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of Foreign Trade Opportunity in writing.

*182	Floor Polish	Germany	Agency
†270	Automobile polish	Porto Rico	Agency or Purchase
†302	Naphthalene	Cuba	Agency
*337	Pyrethrum	Germany	Purchase
*408	Insecticides	Costa Rica	Agency
†412	Tooth paste	Hong Kong	Purchase
†458	Toilet soaps	Canada	Agency

White Plains-Sanito Disinfectant Co., White Plains, N. Y., has been incorporated to make disinfectants. The company has 100 shares of common stock.

J. T. Robertson Soap Co., Syracuse, N. Y., announce the appointment of George L. Brown as vice president.

ANNOUNCEMENT

We announce the purchase of the assets of

McILVAINE BROTHERS, Inc.

OF PHILADELPHIA

Changed conditions have made possible our purchase of this old and highly respected firm

Our facilities for serving their clientele in every branch of the Botanical Drug Industry and Allied Fields are such that

Your Requirements Can Be Fully Supplied With the Highest Quality Products at the Lowest Prices

WITH EXCEPTIONAL SERVICE IN THE SHIPMENT OF ORDERS

Our Price List and Manual containing detailed and technical information on more than eight hundred Botanical Products will be mailed upon request

S. B. PENICK & COMPANY, Inc.

132 Nassau Street **New York, N. Y.**

Say you saw it in SOAP!

FOR YOUR PROTECTION—

The primary purpose of The Entomological Testing Laboratories, Inc., is to make available to the insecticide manufacturer and bulk insecticide buyer a testing service devoted wholly to insecticides.

Entomological testing by the Peet-Grady method and complete chemical examination of insecticides are now available.

We invite the cooperation of manufacturers and buyers to make this laboratory a useful adjunct of the insecticide industry.

Charges are moderate, and our completely equipped and expertly directed Laboratory is at your disposal.

ENTOMOLOGICAL TESTING LABORATORIES, INC.
114 E. 32nd Street New York, N. Y.

It May Be "THE SPRAYER!"

SUCCESS or failure in marketing Insecticide depend upon the sprayer used in application.

The Nu Day is the accepted standard: leakless, dripless, and will not syphon. Proportioned to produce the most effective break-up of insecticide.

Send for Catalog Illustrating Our Complete Line

LOWELL MANUFACTURING CO.
LOWELL MICHIGAN, U. S. A.

Say you saw it in SOAP!

Conduct Difficult Fumigation

American Disinfectant Co., Washington, D. C., recently conducted in that city one of the largest and most complicated residential fumigating jobs ever attempted, according to a report from P. Calvert Cissel, president of the company who supervised the work. The building was a large apartment house of 64 units averaging ten rooms each and occupied by a number of Washington celebrities, including Senators Borah, Fletcher, Supreme Court Justice Cardozo, and others. A special permit was required from the District of Columbia Health Department. Twelve miles of tape were used to seal the outside openings of the building. Fourteen hundred pounds of hydrocyanic acid gas supplied by the American Cyanamid & Chemical Corp., New York, were used. The object of the fumigation was an infestation of the destructive buffalo moth. Check tests in the form of insects in pill boxes in all parts of the building indicated 100 per cent results from the fumigation.

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Roessler & Hasslacher Chemical Co., New York, has recently released a new 32-page booklet entitled "Fumigation of Flour Mills by Hydrocyanic Acid Gas." Roessler & Hasslacher Chemical Co. maintains a special fumigation section to assist customers in the solution of their fumigation problems.

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Chas. P. McCormick, vice-president of McCormick & Co., Baltimore, returned July 18 after a two months' business trip to Europe.

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Search for Soap Substitutes

(*From Page* 25)

On the methods of sulfonating the saturated fatty alcohols a fairly large amount of patent literature is available. In one process sulfuric acid in the presence of acetic anhydride is used at 100° C. In another, chlorsulfuric acid at 30°, and in a third fuming sulfuric acid at higher temperatures. The first and second of these methods yield an alkyl sulfuric-acid ester, but the third gives a true sulfonic acid. The alkyl sulfuric-acid esters are much more easily prepared, and they are on the whole also much the better products. In the references below to sulfonated fatty alcohols it is to be understood that the sulfuric-acid esters are meant.

The sulfonation of the unsaturated fatty alcohols, such as Ocenol, presented considerably greater difficulties, but by means of suitable temperature control at very low temperatures it was found possible by the Deutsche Hydrierwerke A.-G. to prepare the sulfuric-acid ester of this material also. The sulfonated fatty alcohols as they come on the market are the sodium salts of the above-mentioned sulfuric-acid esters in various physical forms and concentrations.

Properties of the Sulfonated Products

IF the sulfonated fatty alcohol family and the ordinary soap family are carefully compared it will be seen that the former differ from the latter merely in having the OSO_2ONa group instead of the COONa. Amongst the sulfonated saturated fatty alcohols the wetting-out and penetrating properties in the cold are greatest round about C_{12}, and decrease slowly as we approach C_{18}. On the other hand, the detergent and cleansing powers increase slightly, as also do the "fatty" characters of the body, with increasing number of carbon atoms, specially in the warm. The resistance to lime salts, however, decreases slightly with increasing number of carbon atoms, but even at C_{18} is quite ample. As a result of some considerable experience on the Continent now, it may be said that of the saturated fatty alcohols for general purposes sulfonated Lorol is the best, whilst the sulfonated Lanette Wax (*i.e.*, mixture of C_{16} and C_{18} alcohols) is mainly used for finishing and avivage purposes.

The sulfonated unsaturated alcohol—*i.e.*, sulfonated Ocenol—is a specially important body, as in its wetting-out properties it approximates closely to those of the lower-number saturated fatty alcohols. Again, unlike the sulfonated saturated alcohol C_{18}, it has a very enhanced calcium resisting power. Moreover, it has specially fine detergent and cleansing powers, and extra good "fatty" characteristics. From a commercial point of view, therefore, of all the sulfonated alcohols commercially available, it is probable that the best general material is the sulfonated Ocenol, with sulfonated Lorol only a little behind.

Value in the Textile Industry

A CONSIDERABLE amount of work has appeared in German textile and chemical journals on special uses of the sulfonated higher alcohols as applied to the textile industry, and amongst these the following may be noted: (1) In wool dyeing a small quantity of sulfonated alcohol, say ½ per cent, added to the dye-bath gives a fine penetration; (2) if the wool is not too dirty, it is even possible to scour and dye in the same bath. The sulfonated alcohols are extremely useful in acid dyeing, chroming, chrome liquoring, vat dyeing, indigo dyeing, etc.; (3) they are valuable in milling, as they give a soft and full handle; and can also be used to help greatly in the felting of wool; (4) where users wish to employ ordinary soaps, then the use of a sulfonated fatty alcohol in at least a certain percentage will be very valuable, as the lime soaps precipitated by ordinary soaps are held up by the sulfonated fatty alcohols; (5) in wool washing, the sulfonated fatty alcohols behave extraordinarily well. Their emulsifying power is so great that they can completely remove all the ordinary wool greases and waxes. They do not, however, completely de-fat the wool, as that would be bad, but in a remarkable way the extracted wool greases are replaced by a film of the sulfonated fatty alcohol. As the sulfonated fatty alcohols, unlike the natural wool fats, cannot become rancid, this is a very valuable property."

OIL ROSEBUD BOUQUET MM&R

Why use a mediocre Rose odor in your para and Napthalene blocks when "Oil Rosebud Bouquet" is available.

It embodies the fragrance and freshness of the flower, yet is sufficiently powerful to overcome para crystals and Napthalene.

Priced within a range which permits its use in even the lowest cost materials.

Send for a sample of this splendid Bouquet.

MAGNUS, MABEE & REYNARD, INC.
ESSENTIAL OILS
32 CLIFF ST.
NEW YORK, N. Y.

Are you letting George do it?

After the laboratory tests have shown that your insecticide is a "killer," that it does the work and meets all standards . . . what then? Are you letting our mutual friend, George, take care of its application?

Any existing antagonism on the part of the American housewife toward insecticides can invariably be traced to incorrect application . . . in short, the wrong type of sprayer. You, as a manufacturer, cannot afford to intrust to "any old sprayer" the most important factor in the success of your product . . . *its application.*

YOU CANNOT AFFORD TO LET GEORGE DO IT!

H.D.HUDSON MANUFACTURING CO.

589 E. ILLINOIS ST.
CHICAGO, ILL.

New York City Minneapolis, Minn. Omaha
San Francisco Philadelphia Kansas City, Mo.

Liquid Filling

(*From Page* 59)

years of use with this one type of filling machine, the manufacturer naturally is satisfied of its practical value.

Daily contact with filling problems conclusively proves that the average manufacturer of such products has but little practical knowledge of what type of machinery can be used to his particular advantage. As an example:

Even a product as well known as automobiles, has but few buyers that know why they buy a particular type of car. The average individual who has driven one make of car for let us say ten years and is thoroughly convinced that it is the only make of car to buy, can start to make an investigation and after listening to four different sales talks on four different cars, in any class of automobile he may select he has not the least idea what type of car to buy. He then decides and buys the car of a make he has used for years, or of a make because his wife's brother boosts it, or because he is a lodge member of some salesman, or because some member of his family is sold on the kind of door handle used on some other car.

Now, if we all, or at least the great majority of us, evidence a lack of knowledge about something that we presumably should know all about, what do you think is the position of a buyer of a line of packaging machinery about which he knows practically nothing and that is to handle 35 gross to 300 gross of bottles or cans per day? Naturally, he is bound to make mistakes, but if he is a wise man, he is going to put his problem directly before one or more manufacturers of machinery and is going to get from them their specific recommendations. He is then going to select the manufacturer who has had the greater experience in his particular field and let that manufacturer of equipment present his plan and his proof why that plan is the best.

If the manufacturer of a product decides that he is going to install equipment, or more equipment, or rearrangement of equipment, and is satisfied that he knows better what he requires than the machinery man who has had similar or harder problems presented to him every day, then that manufacturer is due to change his mind or lose money. Do not get the idea that the machinery man knows more about your product than you do. Only occasionally may that be true. Do not get the idea that you, the manufacturer of the product, knows more about equipment than a machinery man, for only rarely is that true. First select a machinery manufacturer who, from standing, experience and reputation, you know to be reliable. Then put your problem up to him and let him prove to you what he can do and why he is right.

NOW then, if you have read this far, read of a recent experience. In the first place, let us state that relatively few people are buying equipment now. The business of the machinery manufacturer is but little different than that of other lines of industry. However,

LETHANE 384

The UNIFORMITY of this synthetic base aids in the production of quality insecticides at minimum cost. LETHANE 384 is manufactured under chemical control which guarantees consistent uniformity.

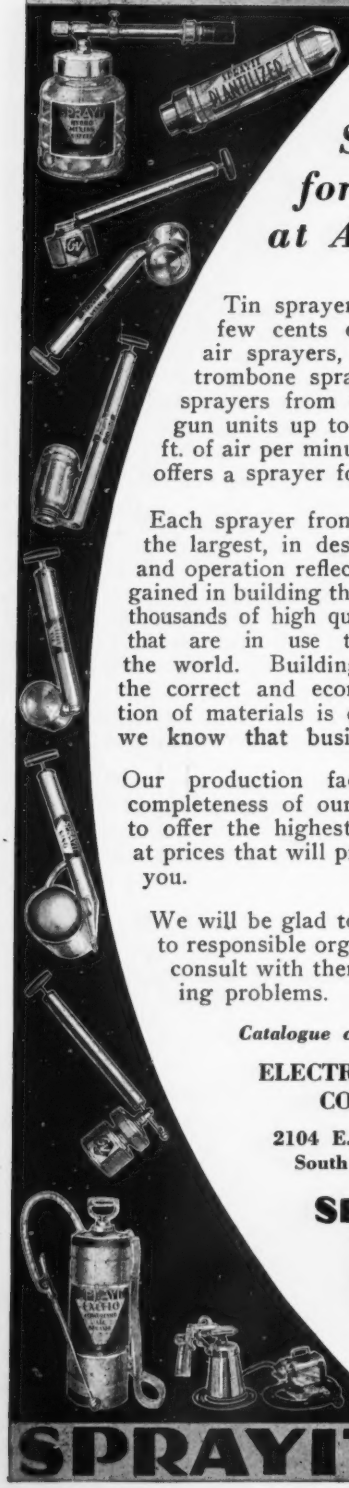
Röhm & Haas Co., Inc.

222 W. Washington Square

Philadelphia, Pa.

Say you saw it in SOAP!

COMPLETE LINE of SPRAYING EQUIPMENT



There's a SPRAYIT for Any Need at Any Price

Tin sprayers that sell for a few cents each, compressed air sprayers, bucket sprayers, trombone sprayers, electric sprayers from the smallest cup gun units up to outfits of 10 cu. ft. of air per minute. Only Sprayit offers a sprayer for every purpose.

Each sprayer from the smallest to the largest, in design, construction and operation reflects the experience gained in building the thousands upon thousands of high quality SPRAYITS that are in use throughout the world. Building equipment for the correct and economical atomization of materials is our business and we know that business thoroughly.

Our production facilities and the completeness of our line enables us to offer the highest quality sprayer at prices that will prove attractive to you.

We will be glad to submit samples to responsible organizations and to consult with them on their spraying problems.

Catalogue on request

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2104 E. Colfax Ave., South Bend, Ind.

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Coal Tar PRODUCTS
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CRESYLIC ACID
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-- and other Coal Tar Chemicals for the

SOAP and DISINFECTANT INDUSTRY

REILLY

CHEMICAL CO., Inc.

Merchants Bank Bldg.
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Say you saw it in SOAP!

a machinery manufacturer had been figuring with a manufacturer of a liquid product on three automatic filling lines, which would aggregate several thousand dollars per line. Recently, the buyer was ready to do business. He called in the manufacturer of machinery and said: "I want one line of machinery for this particular size, to do 60 per minute, one line on this size, to do 60 per minute, and one line on this size, to do 75 per minute." Each line of machinery would run about $5,500 per line. It would have been relatively easy for the manufacturer of the equipment to accept the business as offered.

But he did not.

He said: "Look here. By changing the containers to be handled on line No. 1, you can operate at 100 to 120 per minute, and by making the other machine with some special attachments, we can operate it at 60 to 90 per minute. By these few changes and a little change in the line-up, we can handle your required production with $11,000 worth of machinery instead of $16,500," and so it was done.

Believe it or not, machinery men as a rule will really try not only to save a man money in his cost of production but also in the cost of machinery.

—o—

E. A. Gerlach Co., Philadelphia, manufacturers of liquid soaps, cleaning compounds and sanitary products, announce that they have moved to new and larger quarters located at 6808 N. Franklin St. and have installed new and modern equipment in their plant. The company is under the direction of E. A. Gerlach, W. N. MacDonald, J. S. Walker and Richard J. Gerlach.

—o—

Westfield Chemical Co. has been incorporated by E. V. Fredericks, St. George, Staten Island, N. Y., to manufacture disinfectants. Capitalization consists of 200 shares of common stock.

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Poland produced 81,463 tons of soda ash in 1931.

—o—

Radex Co. Develops Coast Market

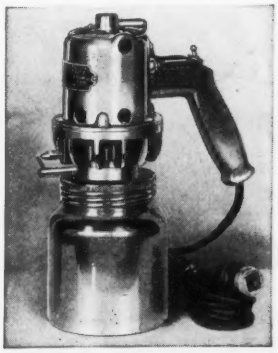
A new concern in the West Coast soap trade is Radex Company, Tacoma, Wash., organized in April, 1932, by Virgil W. Greer. The "Radex" line consists of four products at present: "Radex"—a soap powder; "Velvo"—a hand soap in paste form; "Speedex"—a cleanser; and "Radex Bleach"—a mild bleach in powder form. Each sells at 25c a package, prices which are strictly maintained. F. S. Bell is sales manager of the new company and has eighteen men working in Tacoma and small forces in Aberdeen and Hoquiam. Another crew is being organized to develop the Seattle market. The merchandising plan of the company is at present based on personal solicitation exclusively—no advertising being done and no goods being placed with dealers on consignment. Little sampling is done, instead large packages are placed in the hands of consumers with a definite money-back guarantee. Future plans call for a radio advertising campaign over local stations.

Increase The Sale Of Your Products With Breuer's TORNADO Electric Sprayers

You can increase the sale of your insecticides by supplying your customers with the proper method of application.

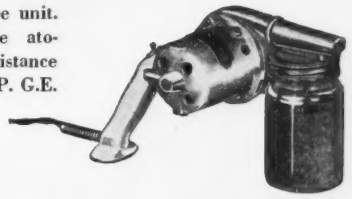
TORNADO Electric Sprayers lead the field. Thousands in use. New developments and improvements in design and construction place TORNADO Sprayers far in advance of out-of-date methods, insuring satisfactory application and encouraging the more frequent use of your product.

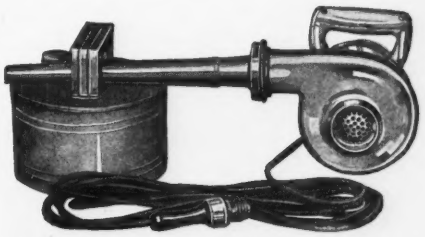
There is no line so complete or that embodies so many exclusive and modern features of sprayer design and operation. Three models—see illustrations and descriptions below.



Model 53 new Compressor Type unit. Will break insecticide into *finest* mist and gas formation mechanically obtainable. Floats throughout spraying area for many minutes—a truly de luxe model! ⅛ H.P. G.E. Universal Motor. 1 quart metal container. 20′ of rubber covered cable.

Model 50 Fan Type unit. A fine insecticide atomizer. Sprays distance of 8′ to 10′. ⅛ H.P. G.E. Universal Motor, 1 pint glass jar. 20′ of rubber covered cable.





Model 6 Fan Type unit. Will break insecticide into a very fine mist. Sprays 18′ to 20′. ⅓ H.P. G.E. Universal Motor, Norma Ball Bearings, 1 gallon metal container. This model is for larger institutions, warehouses, industrials, etc., and is also highly recommended for moth-proofing solutions.

Write today for complete description and circulars.

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Thousands of plants are economizing daily by the modern LIGHTNIN method of mixing soap solutions, lotions, creams, perfumes, disinfectants, insecticides, chemicals and numerous other fluid products.

LIGHTNIN Mixers are built in *ALL SIZES* and various speeds. They clamp on any tank, kettle, barrel or vat, and give a thorough bottom to top turnover mixing action. *RECOGNIZED* as the most efficient and time saving means of mixing fluid and semi-fluid products.

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